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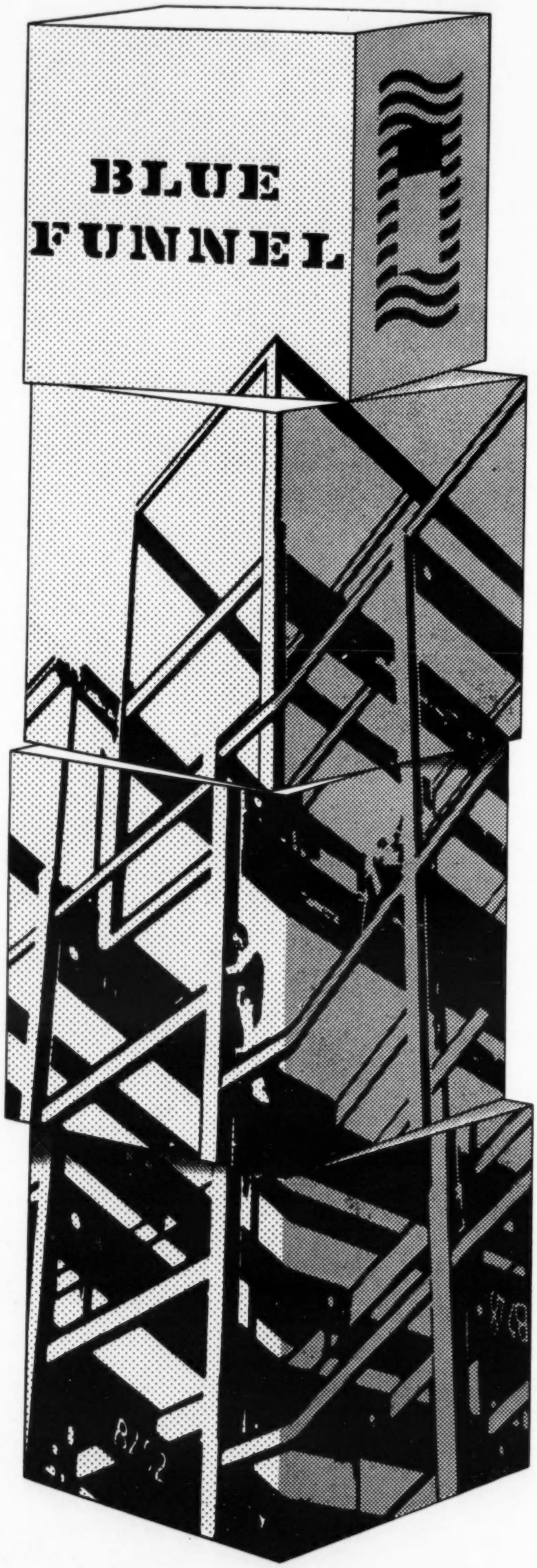

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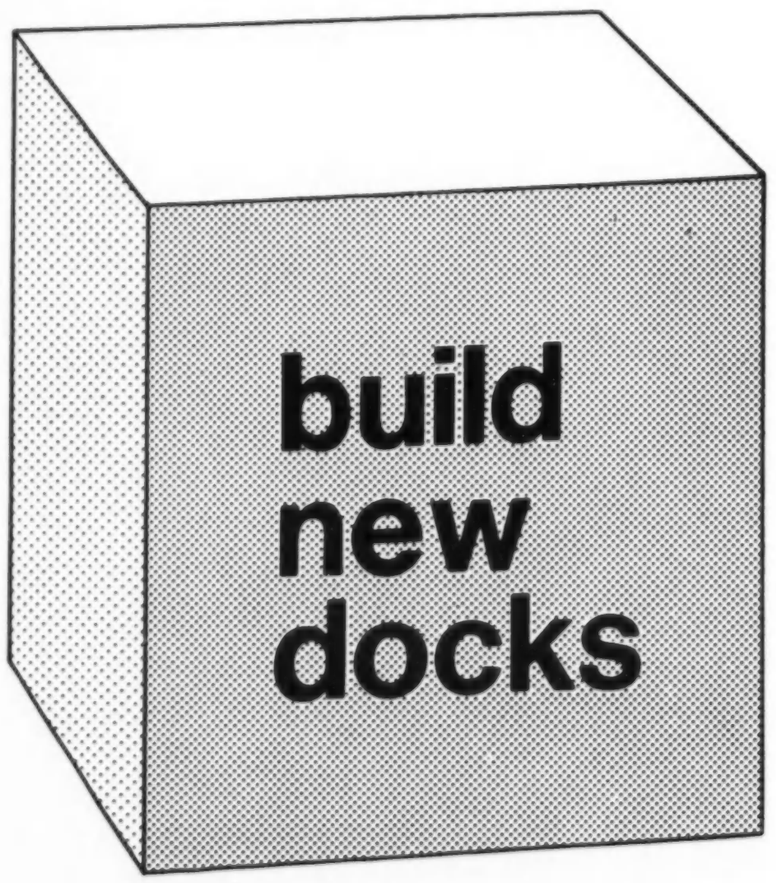

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Front cover photograph

The application of exothermic (heat-producing) feeder-head materials on the production of alloy steel ingots is shown in this photograph taken at the Magnum works of the Inca Steel Company, of Sheffield. These materials which were developed by the Foseco group are now manufactured under licence in 16 of its factories throught the world. The United Kingdom company of the group Foseco (FC) Ltd., exports a substantial proportion of its production of these exothermic products.

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'Most ambitious yet' British Week to be held in Toronto

A report from the British Week office in Toronto

A BRITISH WEEK – 'the most ambitious yet' – is to be held in Toronto, Canada, from October 9 to 21, 1967. This was announced at a special reception in Toronto on March 24 for about 300 guests representing the municipal, commercial and cultural life of the city. In a speech read for him, Sir Henry Lintott, British High Commissioner to Canada, who was unavoidably absent through illness, said that in 1964 Britain's trading deficit with Canada was half her trading deficit with the whole world.

'In 1965 our trading deficit with Canada was two-thirds of our trading deficit with the whole world. All the signs are that in 1966 our trading deficit with Canada will be in excess of our deficit with the world as a whole. We are determined to reduce this gap and to reduce it by increasing our exports to Canada.'

The speech, which was read by Mr. G. H. S. Jackson, Principal Trade Commissioner in Toronto, continued: 'The British Government has made Canada the principal target for our trade promotion plans this year and next. We started last year with "Canextour" we are continuing this year with business missions, store promotions and other methods of stimulating trade. But our major effort will be in 1967, Canada's centennial year. We are mounting in the course of next year three major manifestations, the first of which is a very large participation in the National Industrial Production Show in Toronto. The second is a large participation in the International Trade Fair in British Columbia and the third – and the most ambitious of all – is the British Week in Toronto. You will see that two of these three major events are planned for this city. They do not overlap: the NIPS is for capital goods – machinery and so forth – and the British Week is designed to promote consumer goods.

'The whole of our trade promotion effort – and this is true indeed of the conduct of economic affairs generally in Britain – is a matter of very close collaboration between Government and industry. Sir Ralph Perring is the vice-chairman of the Committee for Exports to Canada which is the organ of industry for promoting our trade with Canada. The British Week itself is in fact primarily a matter of Government organization: it will be handled by an office set up here by the British Government.'

Sir Ralph Perring, chairman of CECAN's London Steering Committee for the British Week, said that in 1965 Canada sold us goods to the value of $1,300 million as against British earnings of $600 million in the Canadian market. This had regrettably been the prevailing pattern since the mid-50's.

He said that it was proposed to get virtually every store in Toronto to stock and display British goods during the Week – and after. 'We shall help by supplying display material for streets and stores and by an extensive publicity campaign, and we shall back this up by special displays, outside the stores, of commercial significance. For example, we shall put on fashion shows, probably a cavalcade of cars, a house fitted and furnished in the English style. We expect quite a number of individual firms and trade associations will arrange their own particular presentations.

'But these alone do not make a British Week. We propose to add many other ingredients. One of them is the City of London Pavilion, which attracted more than 100,000 visitors last year at British Week in Milan. Certainly we shall bring military bands – certainly also one important musical cultural event and we hope an art display. We shall introduce competitions and valuable prizes. If possible, we shall produce an English Inn – and, without doubt, there will be a range of social functions.'

His Hon. Earl Rowe, Lieut. Governor of Ontario (left), His Worship Philip G. Givens, Mayor of Toronto (second left), the Hon. Stanley J. Randall, Minister of Economics and Development, Ontario Government (centre), Mr. G. H. S. Jackson, Principal Trade Commissioner, Toronto (second right) and Sir Ralph Perring, vice-chairman, Committee for Exports to Canada (right) discuss points of the model of the City of London Pavilion which will be one of the features of the British Week, Toronto.

Sir Ralph said they were staging the Week for trade reasons. 'We hope it will benefit our own exporters, the retailers of Toronto – and the customers too. But we also want it to be *fun*. We'll do our best to bring a bit of England, Scotland, Ulster and Wales over the Atlantic for the occasion. We ask you please to enter with us into the spirit of the thing – and let us all enjoy it.'

His worship Philip G. Givens, the Mayor of Toronto, gave the Week his blessing.

The guests were then shown a colour film of some of the highlights of the British Weeks in Copenhagen in 1964 and Milan in 1965.

A British Week office has now opened on the 4th floor at 200 University Avenue, Toronto. (Tel. 362-1223).

An Honour Committee and an Executive Committee have been set up in Toronto to guide and support the Week. In Britain there is a London Steering Committee headed by Sir Ralph Perring, who is vice-chairman of the Committee for Exports to Canada, together with representatives of the Board of Trade and of industry and commerce. Their task will be to alert British manufacturers to the particular needs of the Toronto community.

Executive responsibility for the organization of the Week rests with the British Week's Directorate of the Board of Trade and with the director of their office in Toronto, Mr. Raymond Jones.

Selling by displaying—a successful approach to the Canadian market

By J. R. Wooler, Manager, British Canadian Trade Association for Quebec and Atlantic Provinces

SELLING A PRODUCT by displaying it, both at home and abroad is recognized as one of the oldest and best known approaches to marketing.

Its success and tangible returns however depend on a wide range of factors, not least of which is the capital outlay required for a given return. This applies particularly to small or medium sized firms who are attempting to break into new markets. The question arises, will the return on what may probably be a limited sales volume in the initial stages, warrant a relatively heavy outlay in the first instance? It is a question that plagues every potential exporter. A practical answer to this is to provide him with adequate facilities and services to put his product across, at a minimum cost. This is assuming that the product's potential in the new market is first established by a survey to ascertain that design, price and deliveries are competitive.

A full market survey undertaken by expert consultants would prove costly, particularly where a market the geographical size of Canada is concerned. But very often a limited survey is all that is needed to establish acceptability, and this is available free of charge through the services of the Board of Trade who have competent and experienced Commercial Officers on the spot across Canada.

Having established that a product does have potential in the new market we return to the problem of how best to bring it to the attention of the buyer, the agent or the distributors, in its physical form. There is without doubt no adequate substitute for a physical presentation unless the product is in a category that does not lend itself to display.

For some years the problem of displaying and providing the services that go with it has been studied by the British Canadian Trade Association council in Canada, and on frequent occasions the need for inexpensive or free Display Centres in at least two principal Canadian cities, with complementary services to assist the exhibitor, came under discussion. Finally, with the assistance of the Committee for Exports to Canada, Display Centres were opened last May in Montreal and Toronto, adjoining the BCTA offices, as a completely free service to British companies wishing to break into the Canadian market. Each Display Centre comprises some 1,200 sq. ft. of prime air-conditioned space, in central locations in both cities and in addition offers reception facilities at cost as well as the printing and mailing of invitations and a complete follow-up procedure. The advantages to be gained from these services are self-evident but bear reiterating.

In the first instance the Display Centres as a free service, are a tangible export incentive; they serve to bring the product as close to the buyer as his own city. They make it easy for the buyer and seller to discuss at first hand, price, delivery and continuity of supply. They provide the opportunity which Canadian buyers in particular demand, namely to be able to see, feel and examine the product before buying. No amount of descriptive literature or photography can effectively act as a substitute. Displays draw attention from the press, radio and television, particularly where new products are concerned which are always newsworthy. In this respect the services of the information section of the British Government offices, both in Montreal and Toronto are available and can be of great assistance to manufacturers. The purchase of general publicity could be exorbitant.

Included with these rent-free facilities are the services of the BCTA staff who, where the location requires, are bilingual and also through long experience are completely familiar with Canadian marketing techniques and latest trends.

Mr. J. R. Wooler (left foreground), manager of the British Canadian Trade Association and author of this article, at a British Food Display at the BCTA Display Centre, Montreal, last February. Mr. Wooler is seen at the stand of O. P. Chocolate Specialities with Mrs. A. Heckle and Mr. A. Heckle, principal British Trade Commissioner, Province of Quebec. A display of Meredith & Drew biscuits is in the background.

To date some 10 displays have taken place, each varying in product. All can be rated as unqualified successes.

The following are some of the products shown to date:

Giftware	Textiles
Furniture (household)	Toys
Pottery	Food and confectionery
Carpets	Footwear

While most of the products shown have been new to Canada other exhibitors whose products have already gained some acceptance in the Canadian market have utilized the Display Centres to increase sales by attracting new buyers. This is usually done through their Canadian agents to whom, if members of the British Canadian Trade Association, there is no charge for the use of the Display Centres.

Other British products are presently under review, as undoubtedly much that Britain has to offer has potential here and should be shown to this booming market which has more money to spend than at any time in its history. If price, delivery and design are competitive the Canadian market offers rich rewards to many British exports in both the consumer and capital fields.

Where capital goods are concerned the Display Centres are capable of handling machinery and machines of up to 1,000 lb. weight per unit.

Available dates and other Display Centre details can be obtained from the Committee for Exports to Canada, 21 Tothill Street, London, S.W.1. (Tel. Whitehall 6711).

British-American marketing course for 50 UK key industrialists

MR. DOUGLAS JAY, President of the Board of Trade, announced on March 23 a scheme which will give 50 key men in British industry an advanced course in modern marketing techniques.

Initiated by the newly formed National Marketing Council and sponsored by the Board of Trade and the British National Export Council, it will be known as the British-American Management Course in Marketing. It will consist of a six-week course at the Harvard Business School, Cambridge, Massachusetts, and a four-week tour of American industrial organizations to study business in action. The British 'students' will work side by side with 30 American business executives to study United Kingdom and European case histories, as well as case histories from America.

Speaking in London, Mr. Jay said: 'The very competitiveness of the large American domestic market has forced American manufacturers to develop skills and standards in marketing techniques to a very high degree.

'This joint endeavour – inspired by the National Marketing Council and strongly supported by the British National Export Council – will generate a greater understanding of marketing skills on both sides of the Atlantic. The fact that the British students will be rubbing shoulders and ideas with their American fellow-students will give this course an exceptional value.'

The cost of the 10-week course, including travel, but not including salaries or out-of-pocket expenses, will be approximately £1,000 per individual. The Board of Trade, through the BNEC, will contribute 50 per cent of the cost up to a limit of £500 per head, the employer bearing the remainder.

Qualifications for the course membership are high. Candidates selected will be outstanding executives who are in top-level policy-making positions. They are, or will be, men in general management, marketing or sales management. They are likely to be from progressively managed companies which aspire to expansion, particularly through selling overseas. The scheme is aimed especially at assisting the smaller and medium-sized firm which might not otherwise find facilities of this sort open to them. Age group will probably be in the 35-45 bracket. A panel has been set up to make selections in line with the terms of reference agreed between the National Marketing Council, the British National Export Council and the Board of Trade.

Mr. Bruce Palmer – President of the National Industrial Conference Board and co-chairman of the British-American Management Course in Marketing, commenting on the scheme, said in New York: 'With each passing year international trade expands and the world grows smaller. In the vanguard of this peaceful 'invasion' of national boundaries is the marketing man, and on his shoulders rests the heavy burden, for so often his success is of critical importance to the economies of those nations with which he deals.

'His success depends upon his knowledge of the proven techniques of international marketing and his skill in employing them.

'The British-American Management Course in Marketing, with this opportunity for the exchange of techniques and know-how, will go far to equip all who participate for success in this vitally important field of endeavour.'

Mr. Monty Pritchard, chairman of the National Marketing Council, said: 'There can no longer be any doubt in responsible minds that all the effort now being put into export selling by the Government and the BNEC, plus all the exhortation which is pouring out from a hundred sources, will be in vain unless industrial organizations have the marketing skills to take advantage of the golden opportunities being offered to them.

'Neither can there be any doubt that while there are several prominent exceptions in this country, there is too little application of long-term marketing planning to business enterprise. Marketing planning means that much more attention must be directed by British industry to compete with foreign standards in design, quality and price; domestic standards can no longer apply.

'Bull-headed, "aggressive salesmanship" is *not* what we need. This is 1966, and we are planning for the '70's. Furthermore, we are planning – or should be – not for some petty success, but for a long-term strategic permanent penetration of the toughest markets in the world, and on a scale which will bring us an additional income of 400 to 500 million pounds a year.

The course starts on July 5, 1966. Further details and application forms can be obtained from: The Director, National Marketing Council, Vintry House, Queen Street Place, London, E.C.4. (Tel. Central 9613).

Mr. K. I. Mikhailov, First Deputy Minister of the Soviet Electronics industry, headed a delegation from the Soviet State Committee for Science and Technology which visited the United Kingdom from March 10-24, as the guests of the Board of Trade. Members of the delegation visited, or had discussions with, many British electronics firms and saw examples of electronic devices and systems. Lord Brown, Minister of State at the Board of Trade, was the host at a reception held by HM Government for the delegation on March 22. The above photograph shows members of the delegation during their visit to the Rugely (Staffordshire) works of Lancashire Dynamo Electronic Products Ltd. (an MI company) inspecting an amplifier for a thyristor controlled variable speed drive. Left to right are: Mr. S. A. Peregonov, senior engineer, USSR Ministry of Electronics; Mr. R. A. Perelet, of the USSR's Foreign Relations Department in the United Kingdom; Mr. Yu A. Buyanov, chief expert, USSR Ministry of Electronics; Mr. Mikhailov and Mr. C. J. Teece, LDEP field sales manager.

Japanese fact finding team visit Britain

ON MARCH 27, 19 Japanese industrialists arrived for a four day visit to study British telecommunication equipment. The programme of the delegation, headed by Mr. Yoshio Nakayama – President of the Showa Tool Company, includes the following:

March 28, visit to the City Telephone Exchange, Faraday Building; March 29, the whole day will be spent at the Electrical Engineers Exhibition at Earls Court; March 30, visit to the Telecommunication Engineering and Manufacturing Association; March 31, visit to the Production Engineering Research Association of Great Britain.

Further information from Philip Le Masurier, Information Officer, British National Export Council, 27 Northumberland Avenue, London, W.C.2.

Westminster Chamber of Commerce sends 18-man mission to Canada

THE WESTMINSTER Chamber of Commerce are sending a concentrated export Trade Mission to Canada in May. No less than 18 of their members are taking part. The leader will be Mr. Peter Dew, chairman of Grampian Publishing Ltd. and immediate past-chairman of the Westminster Chamber. Virtually every kind of export is represented on this Mission – consumer goods, engineering, surgical equipment, wool and various services.

The trip lasts from May 1-15 inclusive and covers Montreal, Toronto and Halifax. The first two are both vast commercial and industrial centres. Halifax was added to the route because the Westminster Chamber was particularly impressed with Nova Scotia's economic progress over the past 20 years (the manufacturing industry has trebled in that period) and feel that Canada's Atlantic provinces have been to some extent underestimated as a market.

The essence of good marketing

– Lord Brown

'JUST FOR THE record, your exports directly were about £28 million in 1965, and although the figures are not complete yet, it looks as though it may exceed the previous year by some 30 per cent,' said Lord Brown, Minister of State, Board of Trade, in his opening address at the third Annual Exports Conference organized by the Radio and Electronic Component Manufacturers' Federation in London on March 24. 'I wish other industries were equally capable of an improvement of that order, and I hope you are going to keep it up or even better it in 1966.

'In thinking about how I could use your valuable time this morning, I have decided to make a very simple statement about some very simple facts, but, nevertheless, facts which are sometimes overlooked or not treated in explicit fashion. In as far as I am already preaching to the converted, please forgive me.

'All business is concerned with the development, the production, and the sale of some goods or services. We can forget services because you're concerned with goods. I happen to think that it is a pity that industry is so often referred to as manufacturing industry. It would be better if it was always referred to as product development manufacture and selling industry because those are the three main operational functions. Now you all know this already in your very bones, but organization sometimes does not seem to give recognition to that simple statement of what I think is fact.'

The Minister went on to say that there were some firms, not necessarily in this industry, who felt that if they had really good products and really efficient manufacturing methods, then they would sell themselves. There were some firms who thought that if their manufacture was really efficient and they had really good selling methods, then they could sell almost anything, however bad their products happened to be.

There were too many firms in this country who, whilst concentrating on efficient manufacturing processes, objected to what they regarded as having a lot of boffins in their employ working on development.

They ended up as licensees of foreign concerns with a consequential limitation on their rate of development and on the export markets into which they were allowed to sell.

'Now I am not against proper exchange of design and technical information on a licence basis across international boundaries, but it can go too far, and there is a tendency in that direction in the United Kingdom today.

'Now, how do we try to ensure that these unfortunate situations to which I have referred do not arise in British industry? It is essential for every chief executive to have in the forefront of his mind continuously the necessity of devoting an appropriate amount of his time and of the resources of his company to the development, the manufacture, and the sale or marketing of his products.

'If he can see himself as the continuous co-ordinator of those who have the separate responsibility for these three functions, then he will be carrying out one of the most important parts of his job. He will, for example, resolve quickly a series of situations which are sometimes left unresolved too long.

'Let me exemplify what I mean. The export sales manager or one of his subordinates returns from an overseas market having discovered that some part of the specification of what he is trying to sell is completely unsuitable for that market. He wants some redesign.

'Unless the chief executive is on his toes, what will happen is either that the Research and Development Organization in that company will start arguing that their current designs "ought" to be good enough, or those in charge of manufacturing will argue that the production of modified designs is too difficult or cannot be done in the time, or what not. Now they may both be right, but it is not for them to decide, for they are both in function biased positions.

'It is the chief executive's responsibility to decide issues of this sort. People in charge of research and development have to design products which are not only technically competitive but which also can be manufactured efficiently and which are required by the market. People in charge of manufacturing have not only got to manufacture efficiently but have equally got to be sufficiently adaptable to be able to cope with the new designs which are required by the market at prices and against delivery times which make them saleable.

Four Polish technicians learning to service a Rank Xerox 1824 *printer while on a two-week training course held for them recently at the Rank Xerox Training School at Park Royal, London. Three of this type of printer, used for enlarging and printing microfilmed documents and drawings, have been ordered by the Polish Government.*

'People responsible for sale have to realize that they cannot always be in a position to quote better deliveries, better prices or better products than all their competitors. Some shortcomings have to be accepted, and the art of good selling is to convince a customer that the advantages of one's goods outweigh their disadvantages. The co-ordination of these three functions and getting them into correct balance is really the essence of good marketing.

'Now I apologize for saying some very simple things, but perhaps if I have been able to highlight them it may have helped a little. Before I close can I just say something more about your industry. I was delighted to note that you had exhibited five times in Stockholm. EFTA countries are the countries of future opportunity. It was very pleasing to note that you recognized this. I know you have just had a very successful joint venture in Paris where you exhibited in February. I hear you are going to have another joint venture in Amsterdam in October, and I wish you the greatest possible success with these far-sighted endeavours.

'Keep cracking. We must get our balance of payments right this year, and dynamic industries like yours are the ones that can pull us out of trouble. I wish you the greatest possible success with this export conference.'

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up the postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Investment incentives scheme to operate from five main offices

IN THE WHITE PAPER (Cmnd.2874) of January 17, the Government announced their intention to introduce legislation at an early date to give effect to a new system of investment incentives. The scheme is subject to Parliamentary approval but it is necessary to make provisional arrangements now in order that the scheme can come into operation as soon as possible after the passing of the legislation.

The President of the Board of Trade now announces his intention to divide the administration of the scheme between five main offices which will serve various parts of the country. The precise area to be served from each office has not yet been finally decided but responsibility will be divided broadly as follows:

Location of office	Area for which responsible
Glasgow	Scotland
Bootle (Merseyside) ...	The North West of England
Billingham	The North East of England and Yorkshire and Lincolnshire
Cardiff ...	Wales, the Midlands and the South West
Southend	The South East including East Anglia

In choosing locations for these offices the President of the Board of Trade is continuing the Government's policy of bringing office as well as factory employment wherever possible to areas of the country, particularly in the North and West, which need it: and avoiding expansion in the congested areas. As each of the main offices will be responsible for a wide area, interviewing facilities will be provided at convenient places within these areas where this is necessary to meet the needs of claimants whose place of business is a long way from the main investment grants office. Because the offices have to be staffed before the end of 1966, the choice was restricted to premises available for occupation by that date. Where it was possible to do so the Board have chosen locations in or close to the development areas; although it was not of course possible to avoid siting one office in the South East, the area which contains the largest single concentration of potential claimants. But the need to provide for the large number of claimants in the South East will not involve new office building there; use will be made of existing premises away from London at Southend.

A further announcement will be made later this year giving the addresses of these offices and information about the precise areas of the country for which they will be responsible.

Further programme of advance factories

IN HIS SPEECH in the debate on the White Papers on Investment Incentives and the Industrial Reorganization Corporation in the House of Commons on February 15 (House of Commons *Hansard*, col. 1240) the President of the Board of Trade said that a further and third programme of advance factories would be launched as soon as it proved necessary.

The Board of Trade have now decided upon a further programme, which will consist of about 18 factories, some 350,000 sq. ft., to be built in Scotland, the North-east and South Wales, partly in those areas where miners released from coal mines will be seeking jobs in new industries.

Notes:

Previous programmes were announced in November 1964 (see *Board of Trade Journal* of November 27, page 1160) (29 factories, 500,000 sq. ft.) and September 1965 (see *Board of Trade Journal* of October 1, page 744) (26 factories, 375,000 sq. ft.).

In preparing the programme the Board of Trade will take into account the comparative needs of various parts of the country, but it is intended in particular to provide for areas where redundancies can be expected to occur among coal miners who are unable to accept redeployment within the industry.

All the factories will be built on sites providing room for expansion so that the occupants' needs can be met if they require more space.

Factories in this programme should be ready for occupation about the middle of 1967 or later that year.

Full details of the programme have not yet been worked out and they will be announced later.

Metric changeover 'Golden opportunity for British industry'

THE CHANGE TO THE METRIC SYSTEM offered the British Standards Institution and industry as a whole 'a golden opportunity to rationalize and streamline Britain's basic standards and industrial processes.' This was said by Mr. H. A. R. Binney, director of BSI, in London on March 28 when he introduced the Institution's new handbook 'Metric Standards for engineering',* Handbook No. 18. He suggested that the Handbook would be 'something of a Bible' for British engineers for the next few years.

Describing the Institution's plans, Mr. Binney emphasized that the metric changeover could not be accomplished overnight. It required careful, detailed planning, stage by stage, to ensure a smooth operation which would be economical and phased to accord with practical requirements.

'Industry is giving us every support in the job we are now tackling – to look again, and critically, at all our standards. In that process I am confident that we shall make our national standards – now admired throughout the world – better than ever.'

Mr. Binney said that since the Government announcement last May, the BSI has been preparing, as the focal point of the changeover, for its responsibilities and has been planning and discussing with industry for the programme ahead. A Planning Group has been established within the organization to co-ordinate progress towards metric units throughout industry. Numbers of BSI Technical staff have increased 20 per cent in the past 12 months and considerable additional accommodation has been taken over.

BSI state that their first task with industry, is to develop standard ranges in metric sizes for all the basic stock materials. That is the necessary preliminary for the next stages – components and, later, complete assemblies and machines. It will clearly be some time before the man in the street comes face to face with complex metric products. The scale of the task may be judged from the fact that all BSI's main industry committees – and there are 75 of them – are meeting at this time to examine every standard and assign priorities.

BSI's policy will be to adopt the 'international language', whatever it is, in its standards. In most cases, said BSI's Director, that means using metric units (the SI units) and keeping in line with industrial practices in the metric countries. But in a very few instances (aircraft, cars, petroleum equipment) British units are the international standard. Here, sound business sense dictates that we keep to those units at least for the time being, he said.

There is no doubt, said Mr. Binney, that the decision by this country to move to the metric system will provide great stimulation to the conclusion of international standards agreements on a wider and faster scale. There has already been encouraging evidence of this since the Government's announcement was made.

The pace of the changeover will clearly vary from one industry to another. BSI has already distributed to all the construction industry a detailed questionnaire which shows the scope of the change and its implications. This should provide the data for a complete changeover 'timetable' by the end of the year. But in every industry, the logic of 'stock materials first, finished products last' will be the main approach.

The Ministry of Technology has recently taken over sponsorship of the metric programme from the Board of Trade and is, therefore, closely concerned with all aspects of the changeover. The Ministry has announced this week the setting up of a joint-standing committee with industry, BSI and Government members on the metric change. The chairman will be Mr. A. H. A. Wynn of the Ministry and its task is to establish priorities and ensure that bottlenecks are avoided and obstacles overcome.

* Copies of BS Handbook No. 18, Metric Standards for Engineering, are available from BSI Sales Department, 2 Park Street, London, W.1. Price 60s. (plus 3s. postage extra to non-subscribers).

US medical instruments to be made in Northern Ireland

THE BRUNSWICK CORPORATION OF CHICAGO, whose products range from ballistic missiles to golf balls, is to start its first European operation – the production of hypodermic syringes and other medical instruments – in a Northern Ireland Ministry of Commerce advance factory at Ballymoney, Co. Antrim. The 18,000 sq. ft. factory is to be expanded immediately to more than 30,000 sq. ft., and will initially employ about 200 people.

The company had established administrative headquarters at Worthing, Sussex, and distribution depots at Hamburg and Antwerp.

Geddes report on shipbuilding

The report of the Shipbuilding Inquiry Committee was published on March 24. Copies are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 13s. (By post from PO Box 569, London, S.E.1, price 13s. 9d.). As announced in last week's issue a summary is given below.

MR. DOUGLAS JAY, President of the Board of Trade, made the following statement about the Report:

The Shipbuilding Inquiry Committee, whose Report is published today, was asked to recommend what action employers, unions and Government should take to make the British industry competitive on world markets. I am very grateful to the Chairman, Mr. Reay Geddes, and to the members for the energetic way in which they have tackled this task and for the constructive and comprehensive nature of their Report.

The Report argues that world shipbuilding will remain a growth industry, and that British shipbuilding can grow with the world market, but only if workers, unions and employers choose to make a fresh start together. The Report sets out in detail the steps which need to be taken if the industry is to become fully competitive. These will involve major changes in the structure of the industry, in the work of both management and labour, and in the relations of the industry with its suppliers. The Report argues that, as part of these changes, Britain's main firms should in the future consist of groups of four or five yards specializing in different kinds of ships. The Committee have recommended that three months should be allowed for those concerned to study, in the light of the Report, the courses open to the industry before firm decisions are taken. They also recommend specific measures of Government assistance, most of which should be dependent on those concerned taking action to implement the programme proposed.

The Government welcome this Report as providing a constructive basis for studying the action required to secure the industry's future. As recommended by the Committee, I have arranged to distribute to all those employed in the yards covered by the inquiry, the short version of the Report which was prepared by the Committee. The Report makes clear that what is required is a combined effort by all concerned in shipbuilding itself and in its main supplying industries and by the Government. I am sure the Committee is right in believing that, if wise action is taken now, the British shipbuilding industry has an expanding future before it. The Government agrees that there is a strong case for a major re-grouping in the industry, and it is examining sympathetically the recommendations addressed to the Government itself. The specific methods and scale of Government help for the industry will need detailed study; but I can state here and now that the Government will be prepared to play its part, broadly along the lines indicated in the Report, in promoting the changes proposed, if the others concerned are prepared to play theirs, as I hope they will. The Government will be glad to begin talks with them as soon as they are ready.

Present form of the industry

The Report begins with a preamble setting out in general terms the industry and its problems as the Committee see them.

The Report then describes the industry in its present form and shows that within the British economy shipbuilding is a small industry, but with a large number of enterprises engaged in it each having to compete in a world market in conditions of acute international competition. The Committee emphasize that the industry differs from most other industries in this country, that it has no tariff protection and little natural protection for its home market. The Report goes on to give details of its performance in recent years. In the 15 years after the war, the industry's share of the world market declined decisively from over 50 per cent to about 15 per cent though during this period it was fully occupied. But the pattern of the market was changing with greater emphasis being placed on simple ships, such as tankers and bulk carriers. Other countries who had created or expanded shipbuilding capacity after the war concentrated on the production of these ships, whereas older industries such as that in Britain were more geared to production of sophisticated vessels. When there was a recession in world demand in the early sixties, these countries were able to take the bulk of the orders, and the British industry, despite modernization and re-equipment schemes, was hard hit. As demand recovered, and partly as a result of the Government Shipbuilding Credit Scheme, British yards were able to book orders in quantity again. But the industry's share of the market remained around 10 per cent. Moreover, much of the business was taken at low prices, and subsequent increases in costs have made many of the orders unprofitable.

Assessing the industry's current competitive position, the Committee say that they found it difficult to compare prices of British and foreign-built ships. From the information available to them, however, they conclude that while Britain is clearly not the cheapest builder of large simple ships, the difference between British and foreign prices is not so high as is commonly assumed. One of the industry's most serious problems is to provide speedy and reliable delivery. On the whole, the reputation of the industry for quality is good and this is a real factor in competitiveness. But shipowners are now paying more attention to the incorporation of the latest and most economical technical ideas and the industry's continued reputation will depend on its ability to adapt its products to meet owners' changing needs.

Prospects of demand for naval and merchant ships

The Committee then assess the prospects of the industry in relation to the demand for naval and merchant ships. They assume that the shipbuilding value of British naval orders is unlikely to fall below the present level during the next decade and that it is not likely that any of these orders will be placed in overseas yards. Orders for naval ships from overseas are likely to remain at about the present level and so long as the industry can compete successfully for highly specialized merchant ships, it is probable that it will continue to be competitive for this worthwhile if not especially large volume of business.

As regards merchant ships, the Committee note that the world market has been a growth market since the war. In considering the probable market available to British shipbuilders in the next decade or so, the Committee examine first various conventional methods of arriving at an estimate, based essentially on the demand of the British flag fleet. They find these methods unsatisfactory. They considered that the only satisfactory way to study future demand was to examine the world market and British prospects of competing in it. They therefore arranged for an investigation to be carried out by a firm of consultants, Science in General Management Ltd. The investigation indicated that around 1972-75 the world's shipyards should be completing between 25 and 60 per cent more each year, in terms of gross tonnage, than they did in 1965. Demand for tankers is likely to rise fast, and for multi-deck cargo ships steadily. Demand for dry bulk carriers is less certain and may decline temporarily. The demand for sophisticated ships will be relatively static and forms only a small part of the world market. The size of tankers and bulk carriers is likely to increase but all the bulk carriers and nearly all the tankers would be within the capability of British yards, as at present equipped. The Committee conclude that a large part of this growing world market will be accessible to a competitive British shipbuilding industry. The Committee discuss instability of orders and order books, which has caused much concern to the British industry in the past, and also the possible demand for sophisticated ships, giant ships and 'standard ships'. They consider that the common impression that there is currently a substantial surplus of shipbuilding capacity in the world is unjustified; capacity is at present determined by the availability of manpower and most of the world's leading shipbuilding industries are short of skilled labour.

The Committee do not think that there are any geographical or natural obstacles to a competitive British industry. Nor do they consider that the industry's problems or shortcomings are peculiar to it or incapable of solution. But the scope for fundamental improvements within the industry itself is large. The main need is

to reduce costs, and minor and piecemeal attempts, based on the industry's present methods and organization, are not enough, a co-ordinated attempt must be made across the board. The Committee conclude that the best way to achieve this aim is for the industry to be reorganized.

Before considering how the industry should be reorganized, the Committee make a detailed examination of the main elements of shipbuilding. On relations with suppliers and subcontractors, the Committee think that in general the initiative should be with the shipbuilder, as main contractor, to secure reductions in costs of supplies. They see scope for study by all concerned of the possibilities of standardization of equipment and technical innovation, but the shipbuilders should take the lead. Grouping of shipyards into larger commercial units, and the stronger purchasing departments which could then be created help in providing the leadership required. The Committee think, however, that special action is required in respect of steel and main engines.

On steel, the Committee point out that steel represents some 20 to 25 per cent of the cost of the ship and that the shipbuilding industry is a very big customer of the steel industry. Steel makers have a substantial interest in the survival and competitiveness of the shipbuilding industry and an increased share of the world market for ships means an increased demand for steel from the shipbuilders. They recommend therefore that the pre-war system of a price differential for shipbuilding plate should be reinstated urgently, the differential to be 7½ per cent, and that the eventual objective should be a reduction of 10 per cent (at constant prices) in the cost of steel to the industry. The Committee recommend that the Government should watch progress and that before it decides on its own action, the proposal for a price differential should be accepted in principle.

Supply of main engines

As regards main engines, the Committee comment that the British shipbuilding industry is likely to stay the main customer for British-built engines, and that the market will be shared by steam turbines, slow speed diesels and possibly by medium speed diesels. They are critical of the fact that the manufacture of main engines at present is widely dispersed, in many cases associated with shipyards, and not on a proper scale for efficient use of labour and equipment. Main engines are particularly suited for series production and the Committee recommend the urgent concentration of production into four engine works, independent of shipbuilding, able to make low speed diesels and turbines and medium speed diesels should a demand emerge. They do not specify how this concentration should be carried out, but see sense in Harland and Wolff Ltd., Belfast, and John G. Kincaid and Co. Ltd., Greenock, amalgamating their interests as the only two British builders of Burmeister and Wain slow speed diesel engines. They also suggest that there might be two engine works in North East England and that a further works might emerge on the Clyde. Engineering shops in shipyards could continue to do general engineering work but should not manufacture main engines.

The Committee examine the needs of the industry in the fields of marketing design and development, yard resources and production, control of operations, financial control, direction and general management and make a number of recommendations. They conclude generally that the resources which they consider essential to a competitive industry cannot be made available to the industry unless yards are grouped and go on to consider the size, nature and pattern of the grouping required. They consider that a group should have a group headquarters embracing senior management and functional departments and controlling a number of yards specializing in the types of ship they build. They envisage three categories of yards: those which build sophisticated ships (S yards), those which build multi-deck mixed cargo ships (M yards) and those which build bulk carriers and tankers (B yards). They do not recommend that any group should have more than one S yard, but it might have two or more of each of the other types. They consider that yards employing around 1,500-2,000 men on shipbuilding are likely to be the most competitive production units for the general run of merchant ships, although 3,000 or more might be required in an S yard. To support the scale of operation which the Committee envisage, each group would need four to six yards, with a total employment of operatives of 8-10,000 and an annual output of 400-500,000 gross tons. The most benefit would be obtained from geographical grouping, although some yards isolated from the main shipbuilding areas could be included in a group if there were considerations outweighing the disadvantages of geographical dispersion. The Committee do not specify how the groups should be formed, but envisage two in North-East England and two on the Clyde. Belfast already has a big yard by present British standards, but its inclusion in a group would be worth considering. The Committee do not rule out the possibility of a group engaging in activities other than shipbuilding, e.g. ship repair, but emphasize that the management of the shipbuilding activities of a group should be segregated from any other activities of the group.

The Committee also discuss possible alternatives to grouping – evolution of the industry along present lines, extension of voluntary co-operation, nationalization or State participation, vertical integration with other industries, shipbuilders as subcontractors – but do not see any of them as likely to offer the industry the structure it needs to become competitive.

The Committee then turn to the question of industrial relations. They describe the present position and emphasize its unsatisfactory character. They describe the issues which need attention by both employers and unions, and make a number of recommendations. They recommend that new national negotiating and consultative machinery should be established, that procedures for dealing with disputes and demarcation issues should be improved and made comprehensive and that efforts should be made to establish effective consultation at yard level. There should also be discussions between both sides on various fringe benefits and safety. A new wages structure for the industry should be developed, based on a codification of the large number of existing yard agreements. Employers are recommended to appoint full-time personnel officers, and the unions to review their organization, staffing, communications and relationships. But above all else, the Committee stress that what is really needed are new attitudes on both sides of the industry and the creation of an atmosphere of confidence and mutual trust throughout the industry.

Research and development

The Committee devote a chapter to research and development in shipbuilding. They believe that the right organization has been set up for research in support of shipbuilders, shipowners and marine engineers, and that under a programme put in hand in 1960, important steps have already been taken in the use of that organization for technological improvement in all areas of the field. But there are several areas where urgent completion of the programme is desirable and the Committee go on to consider a number of future requirements for ship research and development which are important to competitiveness, and recommend an additional Government contribution of £200,000 per annum.

The Committee then deal with Government action. They recommend that the Government should give assistance for the reorganization of shipbuilding and main engine building as follows:

(a) payment of fees for consultants to examine possible grouping schemes – ceiling £150,000;
(b) various forms of loan for capital purposes – ceiling £32½ million;
(c) grants towards transitional losses during the period of reorganization – ceiling £5 million;
(d) shipbuilding credits after reorganization – ceiling £10 million a year for three years.

The Committee propose however that the Government should not commit itself to this temporary assistance unless both sides of the industry are prepared to accept their recommendations and indicate their own willingness to make the necessary adaptation. The extent of the assistance should also be conditional on steady progress in the industry.

(*continued at foot of next page*)

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Coast Life Saving Corps to become Coastguard Auxiliary Service

AT THE ANNUAL CONFERENCE of Divisional Inspectors of HM Coastguard held in London on March 25, Mr. Roy Mason, Minister of State, Board of Trade, spoke to the conference from his home town, Barnsley, by telephone, amplified into the conference room. He announced that, with effect from April 1, 1966, the term 'Coastguard Auxiliary Service' will apply to the 7,000 volunteers of the 'Coast Life Saving Corps' who assist the regular Coastguards in their duty of life-saving around the coast of the United Kingdom.

The 'Coastguard Auxiliary Service' will be divided into three sections: Rescue, Lookout and Reporting Sections.

Members of the regular Service will be called 'Coastguards', whilst members of the Coastguard Auxiliary Service will be known as 'Auxiliary Coastguards'. A volunteer in charge of an Auxiliary Coastguard Station will be known as 'Auxiliary Coastguard-in-Charge'. All apparatus used in rescue operations – at present called 'Life Saving Apparatus' – will in future be termed 'Coastguard Rescue Equipment'. Lookout stations in the charge of regular Coastguards will be called 'Coastguard Stations', while those looked after by the Coastguard Auxiliary Service will be known as 'Auxiliary Coastguard Stations'.

The status and nomenclature of the independently constituted Volunteer Life Saving Brigades, which have been operating for more than a century in the North-east will not be changed in any way.

Mr. Mason said: 'During the past 12 months I have had several opportunities of getting to know the work of the Coastguard. I had the pleasure of presenting the Shield for the most meritorious wreck service to Paignton LSA Company on May 28, 1965. It was then that I decided that the existing initials and titles of the Coast Life Saving Corps were more than a little obscure to anybody outside the Coastguard Service. I felt that a change in this nomenclature would be desirable in order to ensure that the Coastguards were given the credit due to them for their life-saving work. It has now been decided that from April 1, 1966, the Coast Life Saving Corps will be renamed the Coastguard Auxiliary Service, and that it will be divided into three sections, Rescue, Lookout and Reporting. Members of the regular Service will be called Coastguards, as hitherto, and members of the Coastguard Auxiliary Service will be known as Auxiliary Coastguards.

'Looking back over the past year, there have been a number of important rescue services that have caught the attention of the press – the "Sea Gem" disaster off Spurn Point, the stranding of the pirate radio ship "Caroline", the rescue by breeches buoy of eight boys who were stranded on an island near Hexham, the prolonged anxiety over the fate of the yacht "Baranquila" near the Scillies in November, and the wreck of the Greek vessel "Zafaris" off the Mull of Galloway.

'In these disasters the spotlight of publicity is focused without warning on a particular section of the Coastguard. I am glad to know that your organization stood up well under this revealing blaze; public opinion will blame as readily as it praises if any sort of inefficiency had been brought to light. I am sure that this hazard that publicity inevitably brings remains a spur and a challenge to you all in keeping your District Headquarters and smaller stations continually on their toes.

'You have recently been provided with VHF transmitters which will greatly improve your communications and eight more Landrovers have been allocated this year to the coast, with more to come. This should improve mobility, in which I know you are all very interested.'

Notes:

The Coastguard Service is mainly concerned with the preservation of life at sea. The Coastguard initiates all necessary life-saving measures, including the alerting of lifeboats and requests for assistance of aircraft when a vessel is in distress or difficulties.

From vantage points around the coast the Coastguard keeps a visual outlook and a radio listening watch on the distress frequency for vessels in difficulty. Distress messages received by the GPO Coast Radio Stations are immediately transmitted to a Coastguard Liaison Station. Reports of small craft in distress frequently reach the Coastguard from the general public.

There are some 550 Coastguards and about 7,000 Auxiliary Coastguards. The latter may be members of the Coastguard Rescue Companies (at present the Life Saving Apparatus Companies), who help the Coastguard to man the rescue equipment; they may act as watchmen at Coastguard Stations; or they may be 'reporting' members who live near the coast and act as local agents for the Coastguard.

There are 153 regular Coastguard Stations and 148 Auxiliary Stations. Coastguard Stations are of four types, depending on the type of coastline, sea area or traffic. At a 'Constant Watch' station, where there are serious dangers to navigation, or which overlooks approaches to main ports, a visual watch and listening radio watch is kept by day and night.

At other stations, called 'Constant Night Watch' stations, watch is normally kept only by night, but these are immediately put on 'constant watch' by day in bad weather.

"Occasional Lookout' stations, which are sited in less important areas such as near small fishing harbours, keep watch only in bad weather.

Where the amount of traffic does not justify a regular Coastguard Station, an Auxiliary Coastguard Station is manned by the Coastguard Auxiliary Service (Lookout Section). These stations keep a watch only in bad weather and are alerted by the controlling regular Coastguard Station.

Members of the public who urgently require the services of the Coastguard should use the '999' system, asking for the Coastguard. These calls will then usually be routed to the local District Headquarters, who are in the best position to decide on the most suitable methods of rescue.

Coastguardsmen, in addition to lookout duties, patrol the coastline for the purpose of finding and safeguarding wrecked property. They are also responsible for the supervision of the foreshore to prevent encroachment below high-water mark; the reporting of oil or other pollution on beaches, and in some cases the care, protection, or disposal of animals (such as whales, seals, porpoises) which may be washed ashore. They also carry out observations for the Meteorological Office, and maritime signal duties for Lloyds at three specially-equipped stations.

Coastguards are recruited from men who have served in the Royal Navy, Royal Marines, the Royal Air Force (Marine Section), and the Merchant Navy.

GEDDES REPORT, *continued*

The Committee recommend the establishment of a Shipbuilding Industry Board to administer this assistance and to stimulate the necessary action within the industry. The Board should consist initially of three persons – an independent chairman with experience of the problems of large industrial organizations, a trade unionist from another industry, and a technologist or engineer not closely connected with shipbuilding. The Committee think that there is need for more consultation between employers and employees at national level and recommend the establishment of a new body, the Shipbuilding and Shiprepairing Council, which would also embrace shiprepairers and the smaller shipbuilders.

The Committee also make recommendations to the Government on other matters. They recommend that certain indirect taxes should be rebated on all ships built in British yards and urge the Government to take an active part in international discussions to reduce the present level of government intervention in shipbuilding and to prevent further government intervention. They also recommend that orders for sophisticated war ships such as frigates and destroyers should be segregated in three specialized yards and hope that the Ministry of Defence will bear in mind the desirability of not placing complicated work in yards whose future lies with the less sophisticated kind of ship.

The Committee conclude their Report by formulating three hypotheses of what might be expected to happen by 1972-75: gradual decline in line with recent trends, with no real gain in competitiveness, and a decline in the industry's share of the world market to 7½ per cent or less; some changes in attitudes, practices and deployment of resources so as to increase output to hold the share at 10 per cent but with the industry neither healthy nor secure; or a major reorganization on the lines recommended resulting in a doubling of production and an increase in the share of the world market of 12½ per cent or more and a healthy and competitive industry. The Committee believe that the industry can grow on the scale indicated in the third hypothesis but that the decision must rest with the industry itself. They suggest a timetable for reorganization, to be completed by the end of 1970. They emphasise finally that they cannot make the decision for the industry about what to do. The success of all the measures recommended depends essentially on how all concerned in the industry work together.

4,000,000 overseas visitors a year by 1970?

'WE BELIEVE THAT, by 1970, Britain will be receiving an annual inflow of four million overseas visitors a year. In the following decade this figure could double.' This was said by Lord Geddes, chairman of the British Travel Association, Britain's official tourist organization, at a meeting of the association's council in London on March 24. He added that this would only happen if steps were taken now to offer overseas visitors value for money.

Lord Geddes said that the 'Come to Britain' campaign in the past 20 years had been a remarkable success story.

Each year they had been able to record greater numbers of visitors from abroad and higher earnings in overseas currency. Last year was no exception. The provisional estimate for 1965 was 2,750,000 visitors – an increase of 12 per cent on the previous year. Earnings from these visitors, including the fares paid by them to British air and shipping lines, approached £320 million, compared with £308 million in 1964.

'Our tourist promotion is second to none,' Lord Geddes said. 'This may sound boastful, but we are told it is true. We are continually receiving compliments and recognition of our work from the leaders of the travel trades, the Press and the public abroad. But we cannot rely upon promotion alone. Our product must be good. It is good. But it could be better. The very success I have reported should not be allowed to obscure the realities of the situation.

'Competition for tourist business is fiercer today than it has ever been, both from traditional tourist countries and from new areas of the world which are entering the travel promotion business for the first time.

'Although the volume of traffic to this country increases steadily, our earnings are not increasing at the same rate. Because of the overall reduction in the length of stay by visitors – and because of changes in our overseas markets, notably the Commonwealth – we are barely maintaining our tourist earnings. It could be said that we are having to run as fast as we can to stand still!

'The most important immediate task of the association is to seek out and develop new tourist markets and, at the same time, strengthen and refine our promotional efforts in those markets in which we are already firmly established.'

Lord Geddes said it was the association's responsibility to 'sell' Britain abroad, to develop new markets and expand in existing ones, to bring in the customers. At home it was the responsibility of the holiday and travel trades themselves to provide the services required by these visitors.

There had been impressive developments in transport, hotels and catering in Britain. But the development of our basic tourist services and holiday attractions must continue at an even greater pace to match the prospects of the market. Facilities for the growth of travel by private car – parking, signposting, roadside catering, picnic areas, lavatories – must not remain just good ideas; they must be provided. Hotels and other forms of accommodation, camping and caravan sites, and, indeed, new resort centres, would be needed.

It was now more vital than ever before that Government, local authorities and all sections of the tourist trade should appreciate fully the urgency of their needs if they were to compete successfully in the world tourist market. The Association had stressed the need for increased research and development plans to guide the local authorities and industries concerned. They had made representations to the Government to create conditions which will encourage expansion – to place all the tourist trades, the majority of which were service trades, on a par with the manufacturing industries which, lately, had received incentives to enable them to contribute to national prosperity.

Speaking of the 'world market' which had been created by freedom of travel, Lord Geddes said: 'Overseas we have been successful. Each year nearly three million overseas visitors – some travelling thousands of miles – come to buy our product. They return to their own lands as satisfied customers.

'Unfortunately the record at selling our holiday product to our own people is not as good. Today over one-third of the £700 million spent annually by British holidaymakers goes abroad to our competitors.

'The travel and holiday trades of Great Britain are among the most expert in the world. They are particularly skilled at sending our own people abroad. I should like to see more energy and imagination devoted to persuading more of our own people to spend their holidays in Britain. A strong, healthy home market is essential to our overall economic wellbeing. The ability to travel abroad, which is now enjoyed by so many of our own people, is always in danger of being restricted if we are not successful at home.'

Numbers of visitors from France and Germany treble in ten years

THE annual numbers of French and German visitors to Britain trebled during the ten-year period 1954-1964, reported the British Travel Association, Britain's official tourist organization, on March 21.

The Association, announcing the results of a special survey of French and German visitors to Britain carried out in August and September last year, says that in 1954 the country received 123,500 French and 84,200 German arrivals. By 1964 these totals had increased to 325,500 and 227,800, respectively.

During the same ten-year period Britain's earnings from this tourist traffic – excluding fares paid to British carriers – increased from £8 million to nearly £20 million annually.

Lord Mabane retires as President of BTA

Lord Mabane has retired as president of the British Travel Association. This was announced by Lord Geddes, chairman of the Association, at a meeting of the BTA's Council at Grosvenor House, London, on March 24.

Lord Geddes told the meeting that Lord Mabane wished to 'make way for a younger man.' He went on: 'Having had the good fortune to serve as deputy chairman of the Association during Lord Mabane's three-year term as chairman – and having been chairman during the two years of his presidency – I appreciate perhaps better than most just how much he has contributed to the success of the British tourist trade.'

Lord Geddes said the Marquess of Exeter had accepted the invitation of the Board of the British Travel Association to become president of the Association in succession to Lord Mabane.

British Commercial Representatives Overseas

THE FOLLOWING amendments should be made to the list of British Commercial Representatives Overseas published in the *Board of Trade Journal* of March 18.

ARGENTINA:	*Delete* Mr. K. E. MacKenzie *insert* Mr. T. W. Keeble.
BRAZIL:	RIO DE JANEIRO: *Delete* Mr. J. McA. Clark, M.C. *insert* Mr. C. T. Gandy.
GERMANY:	HAMBURG: *add* (Telex 203-213562) a/b BRHBG D).
JERUSALEM:	JORDANIAN SECTOR: The telephone numbers of the British Embassy have now been changed to 37374 and 37375.
JORDAN:	The telephone numbers of the British Embassy have now been changed to 3737-, and 37375.
TASMANIA:	*Now* National Mutual Buildings, 119 Macquarie Street, Hobart (Postal address), Box No. 1068 L, GPO H (Tel. Hobart 2 776-7).

Economic Development Committee for the clothing industry

ON BEHALF of the National Economic Development Council Sir Robert Shone has announced the setting up of an Economic Development Committee for the Clothing Industry. Mr. George Brown, First Secretary of State and chairman of the NEDC, has appointed Mr. Robert Appleby, chairman of the EDC.

Imports of butter: April 1, 1966 to March 31, 1967

AS ANNOUNCED by the President of the Board of Trade by Notice to Importers No. 1146, dated March 25, 1966, the total of imports of butter to be authorized initially in the 12 months beginning April 1, 1966, will be 435,500 tons. The basic quota will be 421,230 tons and, in addition, 14,270 tons are being authorized for delivery in the period April-November from quota holding countries who expect to have butter available. This 14,270 tons is comprised of 5,500 tons in addition to basic quotas and 8,770 tons to offset reductions and suspensions of the basic quotas of certain countries which have been made in the light of their supply prospects.

The butter situation will be reviewed in the summer with the New Zealand and Australian Governments to enable the United Kingdom to determine whether any additional allocations, limited to 5,000 tons, should be issued. New Zealand and Australia, whose heaviest shipments arrive in the period December-March, would be given first opportunity to fill any allocations then issued in accordance with their entitlements to proportionate shares of total permitted imports.

Existing quotas will lapse to the extent that they remain unused by March 31, 1966. Save in special circumstances no licences expiring on March 31 will be extended and new licences will not be valid for use before April 1.

The basic quotas are listed below. For countries authorized to send additional quantities in the period April to November, the expected deliveries against basic quotas in that period are given in column 2. To the extent that actual deliveries in April to November fall short of the sum of columns 2 and 3 of the table the extra authorizations will lapse automatically at the end of November.

FOR COUNTRIES AUTHORIZED TO SEND EXTRA QUANTITIES

Country	Column 1 Basic quotas (tons)	Column 2 Basic quantities for delivery April-Nov. (tons)	Column 3 Extra quantities for delivery April-Nov. (tons)	Licensing Arrangements
Argentina	6,000	—	—	Licences are issued in accordance with advice from the Argentine authorities.
Australia	66,700	—	—	All supplied are consigned to the Australian Dairy Produce Board (in London).
Austria	1,830	1,400	400	Open individual licences are held by importers nominated by the Austrian authorities (see also paragraph 6). Licences are valid only for consignments covered by certificates issued by the Oesterreichischer Molkerei und Kaesereiver band indicating that the butter so consigned forms part of the quota provided for Austrian butter exports to the United Kingdom.
Belgium	215	—	—	Applicants must produce a certificate of origin issued by the official Belgian Milk Marketing Board (Office du Lait et de ses Derives), and a copy of the invoice from the supplier.
Denmark	98,420	66,000	6,000	Licences are issued to regular importers of butter from Denmark, who should now make applications to cover a further period.
Finland	12,370	7,570	3,000	Licences are issued in accordance with advice from the Finnish authorities.
France	2,580	1,580	300	Applicants must produce invoices overstamped by the French Ministry of Agriculture.
Irish Republic	23,000	—	—	Open individual licences are held by importers of creamery butter nominated by the Irish authorities (see also paragraph 6). Such licences are valid only for consignments covered by certificates issued by An Bord Bainne (Irish Dairy Produce Board) indicating that the butter so consigned forms part of the quota provided for Irish butter exports to the United Kingdom. Specific licences will continue to be issued in respect of factory butter in accordance with advice from the Irish authorities.
Netherlands	15,060	9,500	1,240	Open individual licences are held by importers who trade regularly with the Netherlands (see also paragraph 6). Specific licences will be issued to cover occasional imports by other traders, subject to evidence of contract. All licences are valid for consignments covered by certificates issued by the Netherlands Dairy Board (Produktschap Voor Zuivel) indicating that the butter so consigned forms part of the quota provided for Netherlands butter exports to the United Kingdom.
New Zealand	168,000	—	—	All supplies are consigned to the New Zealand Dairy Production and Marketing Board (in London).
Norway	1,830	1,000	500	Open individual licences are held by importers nominated by the Norwegian authorities (see also paragraph 6). Licences are valid only for consignments covered by certificates issued by the Norwegian Dairies' Sales Association (Norske Meierirs Salgssentral) indicating that the butter so consigned forms part of the quota provided for Norwegian butter exports to the United Kingdom.
Sweden	4,950	—	—	Licences are issued in accordance with advice from the Swedish authorities.
Uruguay	215	—	—	Licences are issued in accordance with advice from the Uruguayan authorities.
Bulgaria	805	405	250	Applicants must produce quota certificates issued in London by the authorities of the respective countries indicating that allocations have been made to them against the quotas concerned.
Hungary	1,720	1,050	180	
Poland	17,210	—	—	
Rumania	325	200	2,400	
China	£100,000	—	—	Applications for licences will be considered on the basis of evidence of firm offers and acceptances (see also paragraph 3 of Notice to Importers No. 1137).

Applications should be made on form ILB/A and should be sent to the Board of Trade at the address shown below. Applicants who wish to effect entry at more than one port should make out separate application forms for each port, indicating in a covering letter the proportions of their total allocation which they estimate will be required for each port. Page 1 of the form should be completed and page 2 left blank; on page 3 and copies, the applicant's name and address, the description of goods (natural butter) and the country of origin and consignment should be entered.

Butter fat, butter oil, etc.

The arrangements for the import from all sources of resolidified butter ('beurre fondu'), dehydrated butter, butter fat and butter oil will continue on the same basis as hitherto, i.e. under open individual licences (see paragraph below). Newcomers may obtain such licences subject to their giving undertakings to produce returns of actual imports against these licences; applications should be made on form ILB/A in the manner described in paragraph 4, except for the description of goods.

Extension of validity of open individual licences

The period of validity of all open individual licences mentioned in this notice, i.e. those in respect of natural butter imported from Austria, the Irish Republic, the Netherlands and Norway, and of butter fat, butter oil, etc., (under paragraph above) is hereby extended to March 31, 1967, but without prejudice to the Board's right to amend or revoke any import licence at any time. Licence documents need *not* be returned to the Board for amendment.

Imports of cotton textiles from global quota countries

IN NOTICE to Importers No. 1115, dated October 15, 1965, traders were asked to provide information about their imports of cotton textiles in 1964 from certain countries as a basis for allocating shares in global quotas which were established on an interim basis for the first half of 1966. In Notice No. 1147, dated March 31, 1966, importers are now asked to provide similar information for the calendar year 1965. Discussions with overseas Governments are continuing and an announcement will be made as soon as possible about quotas on cotton textiles for the remainder of the year.

Products for which information is required

The same form of return is to be used as for the 1964 figures and the degree of categorization remains unchanged. (Copies are being despatched separately to importers who made returns on that occasion and newcomers to the trade during 1965 may obtain copies on application to the Import Licensing Branch.) A full list of the products to be covered under each category, together with

Customs Tariff references and Import List headings, was issued as an appendix to Notice to Importers No. 1115. One minor change should be noted – sacks and bags falling within tariff heading 62.03 (Group D – other) should *not* be included as they are no longer restricted. It should also be noted that information is required only in respect of yarn containing 50 per cent or more by weight of cotton and in respect of cloth and manufactures containing 50 per cent or more by weight of *woven* cotton. Knitted or crocheted fabric is not controlled.

The following items should also be excluded from the returns:

(a) Goods imported for re-export with or without processing or making-up in the United Kingdom;
(b) Hand-loom fabrics and made-up goods thereof;
(c) Articles manufactured from cloth of United Kingdom origin.

Countries covered by the global arrangements

The return should cover imports from all countries *except the following:*

Australia, Austria, Belgium, Canada, Denmark, the Eastern Area countries, Finland, France, German Federal Republic, Hong Kong, Iceland, India, the Irish Republic, Italy, Japan, Liechtenstein, Luxembourg, The Netherlands, New Zealand, Norway, Portugal, Sweden, Switzerland and the United States. (Eastern Area countries comprise Albania, Bulgaria, Czechoslovakia, Germany (Soviet Zone), Hungary, North Korea, North Vietnam, the People's Republic of China, the People's Republic of Mongolia, Poland, Rumania and the Union of Soviet Socialist Republics).

The figure for each category and main group should be the total of imports from all global countries; separate figures for imports from individual sources are not required.

Firms entitled to make returns

For the purpose of these returns, the 'importer' will be the person or firm named in the Customs Entry as the importer; provided, however, that the goods were legally owned at the time by a resident of, or firm established in, the United Kingdom. It follows that no return can be accepted from banks or from brokers acting on behalf of overseas suppliers.

General

The returns should relate to goods imported during 1965 only, and for this purpose, the date of the Customs Entry is to be taken as the date of importation. They must be certified by an independent practising accountant in the manner provided for on the form. In addition, Board of Trade accountants may, as necessary, be asked to examine a proportion of the returns.

All returns should be lodged with the Import Licensing Branch of the Board of Trade by April 25, 1966, at the latest, but no application for licences should be made at this stage. A further notice will be issued as soon as possible.

Warning

Importers are reminded that any person who knowingly or recklessly makes any false statement or furnishes any document or information false in any material particular for the purpose of obtaining an import licence is liable to a fine not exceeding £500 and/or a term of imprisonment not exceeding six months. In addition, the import licence will be void from the date of issue and any goods imported under it will be liable to forfeiture under the Customs Acts.

Application for anti-dumping duties on a mixture of diphenyl ether and diphenyl

THE BOARD OF TRADE have considered an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of an anti-dumping duty on imports of a mixture of diphenyl ether and diphenyl originating in the United States of America. The Board of Trade announce that they are satisfied that these imports are being sold at dumped prices and threaten material injury to the British industry.

The Board of Trade have accordingly made an Order (the Anti-Dumping Duty Order, 1966) imposing an anti-dumping duty of £114 per ton on products originating in the United States and containing not less than 71 per cent and not more than 76 per cent by weight of diphenyl ether and not less than 24 per cent and not more than 29 per cent by weight of diphenyl.

The Board of Trade further announce that anti-dumping duties will be imposed on imports of such products originating in any other country if such imports are found to be dumped.

The Anti-Dumping Duty Order 1966 came into force on March 25, 1966. Copies of the Order (SI 1966 No. 319) are available from HMSO, price 3d. (by post 6d. from HMSO, PO Box 569, London, S.E.1). For the purpose of implementing this Order the Commissioners of Customs and Excise, on the direction of the Board of Trade, will require proof of the origin of any of the above-mentioned products exported to the United Kingdom from the United States of America, Canada, the Federal Republic of Germany, Denmark, Netherlands, Belgium, France, Spain, Portugal and the Irish Republic.

Application for drawback of duty on imported animal tallow used in some manufactures

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on:

Imported goods.
Animal tallow.
Exported goods.
Goods made from animal tallow, the following:
Soap, including medicated soap, as defined in tariff heading 34.01;
Organic surface-active agents;
Surface-active preparations and washing preparations.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff Division, 1 Victoria Street, London, S.W.1, not later than April 22, 1966.

Application for temporary exemption from import duty

THE BOARD OF TRADE are considering an application for the temporary exemption from import duty of 1:1:3-Tri-(5-*tert*Butyl-4-hydroxy-2-methylphenyl) butane (29.06) on the grounds that the material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand. Exemption is required to December 31, 1966.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the reference 6844 and stating whether their names may be passed to the applicant for temporary exemption. Representations should be received by April 15.

Mission to Iran and Afghanistan

A REPORT WAS published on March 25 of the London Chamber of Commerce Trade Mission to Iran and Afghanistan. The report stressed that, as far as Iran was concerned there was still a tremendous market for heavy and light capital goods which required further investigation by British exporters of a wide range of machinery and equipment. In the consumer goods field there remained some good prospects despite the increasing tendency of Iran to control, and in many cases prohibit, the importation of consumer goods and the build-up of local manufacture. The market demands, however, acceptable design, competitive prices and good delivery dates in order to compete with foreign sellers.

As far as Afghanistan is concerned, whilst there is a demand for capital equipment, with the Ministries being the main customers, the foreign exchange availability in Afghanistan presents a problem for the British exporter. However, in the field of light industrial equipment and consumer goods, mainly in the hands of the private trader, good prospects exist. There is a free foreign exchange market in Kabul, and this does enable the importer a greater facility to obtain the necessary foreign exchange to pay for a wide range of purchases. Copies of the report are available, price 5s., from the London Chamber of Commerce, 69 Cannon Street, London, E.C.4.

New Books

Business Growth, edited by Ronald S. Edwards and Harry Townsend. (410 pages. Macmillan, 40s.) This volume is the second supplement to editors' *Business Enterprise,* published 1958, the first being *Studies in Business Organization,* published in 1961. The supplements can be studied independently of the main work for they consist of case studies, but all three volumes present a practical approach to industrial organization. Like its predecessors the new collection of essays has its origin in a series of evening seminars at the London School of Economics, each seminar discussing a paper by a leading industrialist. This book is a collection of some of the papers presented. It may not be difficult to list factors which favour growth in the economy as a whole, but it is more difficult to explain, given favourable conditions, why one firm grows and another does not. The aim of the editors in their selection of papers is to discover features common to growing firms by tracing and recording the firms' experiences. The book is arranged in eight parts, each part being devoted to a particular topic or industry; for example, marketing and advertising, large scale administration, food and drink, and aircraft. The papers are published as originally presented during the period 1959 to 1962: the opportunity has been taken in only two or three cases of adding an addendum. This is a pity because subsequent events have, in some cases, been of major importance; for instance, no effort has been made to bring up to date the paper on the aircraft industry which is dated 1960. In many cases, of course, the date has little importance and this volume of case studies presents a valuable survey of the various types of industrial concern and their organization.

A Marketing Guide to Northern Ireland (46 pages. Ulster Television Ltd., 19 Marylebone Road, London NW1. Free). The central theme of this guide is that Northern Ireland is a significant part of the United Kingdom market. It sets out to demonstrate this comprehensively in a number of sections covering the whole field of market research; and wherever appropriate comparisons are made between United Kingdom and Northern Ireland figures. It contains new and up-to-date information about the area, and also brings conveniently together facts which are already available in different publications. It is well illustrated with bar charts, graphs and maps.

A Marketing Plan for the New Europe. by J. J. Proudfoot (148 pages. Hutchinson, 50s.), is directed mainly at manufacturers of British consumer goods, drawing attention to the growing market for such goods in continental Europe, and dealing with the techniques of marketing there. Fundamental issues – such as whether business overseas should be handled by a subsidiary company, a joint enterprise with a native firm, a local firm manufacturing under licence, or by an agent; language problems; selection of British and foreign staff; local commercial practices; and competition – are all dealt with in the first part of the book. The second part is devoted to the more practical issues of choice of market and trading method, market research, potential products, and pricing. American competition is discussed, and the characteristics of European consumers are outlined. Appendices list sources of information for the businessman, and the market research surveys groups practising in the European Economic Community, followed by information on the trading procedure and prospects in the nine European Communist markets. In his summing up, the author makes a strong plea for more co-operative marketing organizations to enable firms to share the cost of the high overheads, which are necessary for the development of European markets; and discusses various types of co-operation, including export groups, specialized merchant houses, and the 'pick-a-back' scheme whereby large exporters make their export services available to small manufacturers entering the market.

Choosing the Right Sales Promotion. The Story of Crackingjacks, by Alan Toop (112 pages. Crosby Lockwood, 20s.). 'Crackingjacks' are imaginary packaged grocery products used to illustrate in this book the suitability in various situations of the main methods of sales promotion in common use. The introductory chapters set the scene for the imaginary case study, by describing the various types of sales promotion, surveying the crackingjack market, the brand strategies of each brand and their sales promotion objectives. The special promotional problem facing each brand is then discussed, for example, getting housewives to try a new brand, and ensuring continuity of purchase of an established brand. The problems common to all brands are also considered, such as methods of enlisting the grocer's aid in promotions, and brand image in relation to advertising promotions. Finally, there is a chapter on refining promotional objectives, and a brief summary of the method of selecting sales promotion techniques which it is the purpose of the book to demonstrate. Mr. Toop has had marketing experience in the food products field; and his book, which is directed primarily at students of marketing and advertising, should be of interest also to advertising, marketing and sales managers.

Brazil, by Andrew Marshall. (231 pages. Thames and Hudson, 30s.) This new volume in the *New nations and people's library* is by a journalist who has known Brazil all his life. In a historical survey he describes at each important stage of the development of Brazil the social, economic and political pressures which have left their mark on the present-day country. Brazil occupies about half the area of the continent of South America and contains about half its population. Although it also has some of the most highly industrialized cities in South America, an enormous proportion of the inhabitants still live in extreme poverty. There are vast areas of the republic which are potentially rich in mineral resources, but the development of areas away from the coastal region has barely begun. The author considers that, with social reform and the exploitation of natural resources, there is no reason why Brazil should not become one of the outstanding leaders of the present under-developed world. There are many excellent illustrations, a short bibliography, a biographical index and a general index.

Principles of Pension Fund Investment, by William G. Nursaw. (168 pages. Hutchinson, 40s.) The amount of money invested through managed pension schemes in the United Kingdom is about £6,000 million, and the number of people directly involved is growing fast. Many companies, however, still run pension funds that are not linked to final salary, and that do not allow of increases based on the cost of living index. The purchasing power of the pound has decreased about 60 per cent since 1939, and the author of this study believes that most pension schemes do not even begin to cope with the inflationary trends in our economy. The fact that retirement age is being advanced and pensions are being drawn for a longer period of time, has added to the increasing need for skilled investment of pension funds to produce a higher return and additional benefits. The author, believing that no other book covers the investment aspect of pension funds, sets out to stimulate and help the managers and trustees of pensions to greater skills in the management of these funds. This book was written at the time of the debates on the 1965 Finance Bill and on the new Corporation and Capital Gains Taxes, and Mr. Nursaw has taken full account of the influence of these measures on the investment climate. The book includes chapters on fixed interest stocks, equities, investing overseas, mortgages and property, and discusses ways in which portfolio performances can be tested.

A Guide to Management Accounting, by H. W. Broad and K. S. Carmichael. (215 pages. HFL (Publishers) Ltd., 21s.) This is the fourth edition of this textbook to be published in eight years. It deals with the preparation of budgets or plans for the future, the accounting problems found in supplying management with a flow of information on the actual events in each budget period, office organization, integrated accounting and office equipment.

Standards for Industry, edited by C. Douglas Woodward. (129 pages. Heinemann, 18s.) Intended as a handbook, this volume is aimed at the wide audience of managers, engineers, design and production personnel, especially those concerned with quality control. It grew out of the papers presented at a symposium on standards, and has been suitably augmented to broaden its scope. The contributors are experts in their own particular fields, and the editor was formerly on the staff of the British Standards Institution. The book is well arranged and develops its approach from a broad exposition of national and international standardization to detailed consideration of standardization in a basic industry. Standardization is reviewed at company and product levels and special aspects are discussed in classification and coding, drawing office practice and measurement.

Other publications

THE CARPET ANNUAL 1966. Year-book and Directory of the World's Carpet Industries and Trade. Edited by H. F. Tysser. 555 pages. British Continental Trade Press Ltd., 222 Strand, London, W.C.2. £2

ELECTRICAL TRADES DIRECTORY 1966. 84th edition. 956 pages. Benn Brothers Ltd., Bouverie House, 154 Fleet Street, London, E.C.4. £5, by post £5 6s.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Act 1956)

Additions and amendments to the Register

A LIST of additions and amendments made to the alphabetical index to the register between January 1 and March 31, 1966, is given below; the amendments are shown in italics.

'D' and 'F' Agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at March 31, 1966, particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 10) on January 7, 1966.

Agreements referred to the Restrictive Practices Court

The undermentioned list, headed 'Agreements referred to the Restrictive Practices Court,' gives details of an additional agreement in respect of which a Notice of Reference has been issued, thus constituting formal commencement of proceedings before the Restrictive Practices Court, as explained in the introductory paragraph to the lists published in the *Board of Trade Journal* (page 10) of January 7, 1966. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2.

Inspection of the Register

The register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m., on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements,
Chancery House, Chancery Lane, London, W.C.2.
9 Hope Street, Edinburgh, 2.
Chichester House, 64 Chichester Street, Belfast.

The indexes to the register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

Additions and Amendments to the Register

Registered No. of Agreement	Commodity
	A.
2663	Agricultural tractors, domestic appliances, motor vehicles, furniture and fixtures, *add C.10/65. 11/65.*
125	Alcoholic beverages, Dundee, *delete F.5/59.*
2477	Alcoholic beverages, Dundee, *delete F.4/59.*
	B.
3006	Beer, mineral waters, spirits
3007	Beer, spirits
1610	Beer, spirits, Scotland, *add F.2/66*
230	Bookbinding, *add F.11/65.*
408	Bright bolts and nuts, set pins, studs, *add D.1/66.*
	C.
2230	Calfskins, cattle hides, *add F.1/66.*
1524	Canesugar, beetroot sugar
350	Cold formed precision nuts, forged heat treated precision bolts and set screws, C.7/64. *add D.1/66.*
2873	Credit cards (hotel and restaurants), flowers, hotel and restaurant meals, D.4/65.
	D.
2990	Drapery, Belfast, *add D.1/66.*
	E.
2747	Electros, stereos, printing plates and moulds therefor, F.7/65. *add C.10/65.*
	F.
2741	Feeding barley, millable wheat, Scotland, *add D.6/65.*
2824	Fish, *delete E.10/65. add E.10/66.*
3010	Fish, Milford Haven
	G.
2916	Groceries and provisions (trading stamps), *delete F.5/65.*
	H.
994	Heavy steel coil springs. *add F.12/65.*
1092	Heavy steel plates, sections and joists, C.7/64. *add D.2/65.*
	L.
1104	Light rails, steel benk bars, steel pit props steel colliery arches, F.2/65. *add C.1/66.*
2989	Lithopone, D.12/64.
	M.
2988	Milk, Edinburgh, *delete E.12/65. add E.12/66.*
	N.
2977	Newspapers (daily), Bournemouth, Poole
	P.
1169	Plumbing fixtures and fittings, Lancs., Ches. N. Wales, *add F.2/66.*
1333	Printed Matter, *add F.10/65.*
	R.
1109	Rolled and forged products of stainless and heat resisting steels, F.3/65. *add C.11/65.*
	S.
1129	Steel for tube making, F.12/64. *add C.1/66.*
1002	Stleel laminated railway springs, *add F.12/65.*
3001	Squash balls, F.1/66.

(Continued on next page)

Robert Hough

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'D' and 'F' Agreements

Registered No. of Agreement	Commodity	Area	D or F	Date
230	Bookbinding	—	F	Nov. 1965
350	Cold formed precision nuts, forged heat treated precision bolts and set screws	—	D	Jan. 1966
408	Bright bolts, nuts, set pins, studs	—	D	Jan. 1966
994	Heavy steel coil springs	—	F	Dec. 1965
1002	Steel laminated railway springs	—	F	Dec. 1965
1092	Heavy steel plates, sections and joists	—	D	Feb. 1965
1169	Plumbing fixtures and fittings	Lancs., Ches., N. Wales	F	Feb. 1966
1333	Printed matter	—	F	Oct. 1965
1610	Beer, spirits	Scotland	F	Feb. 1966
2230	Calfskins, cattle hides	—	F	Jan. 1965
2741	Feeding barley, millable wheat	Scotland	D	June 1966
2873	Credit cards (hotel & restaurants) flowers, hotel & restaurants meal	—	D	April 1965
2989	Lithopone	—	D	Dec. 1964
2990	Drapery	Belfast	D	Jan. 1966
3001	Squash balls	—	F	Jan. 1966

Agreements referred to the Restrictive Practices Court

Registered No. of Agreement	Commodity
*2976	Grocery and provisions (trading stamps)

* An asterisk placed against the number of an agreement indicates that proceedings have been initiated in Scotland.

A Scammell Routeman II rigid 8-wheeler with 200 b.h.p. Leyland 680 diesel engine is being operated by Mackies Transport of Waipukurau in New Zealand for hauling stock across the rugged road route from Hawkes Bay to Auckland. The Routeman is operated with a draw bar trailer. It has many extras incorporated – spot lamp, fog lamp, twin windtone horns and a revolution counter – a striking outfit on the roads of New Zealand.

British Museum to administer Patent Office Library

AS THE NEXT major step towards setting up the National Reference Library of Science and Invention, the British Museum will on April 1 take over from the Board of Trade responsibility for administering the Patent Office library. This library, which is Britain's main technical open access reference library, will for the present remain on its existing site in Holborn where it will continue to develop its services until a building is ready to house the whole National Reference Library of Science and Invention.

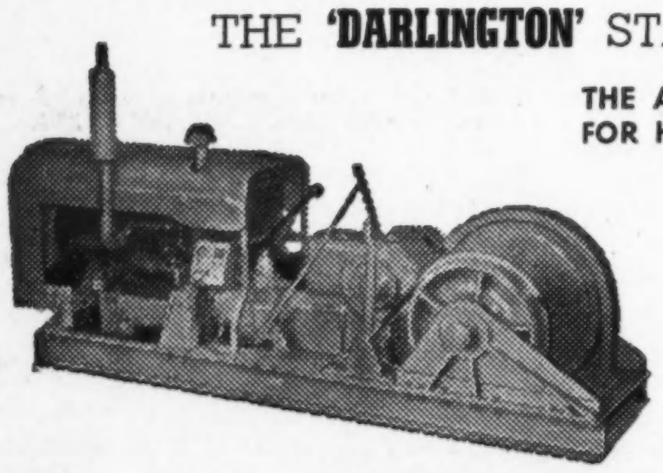
'DARLINGTON' WINCHES

THE **'DARLINGTON'** STATIC

THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS

FOR HOISTING, HAULING, LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

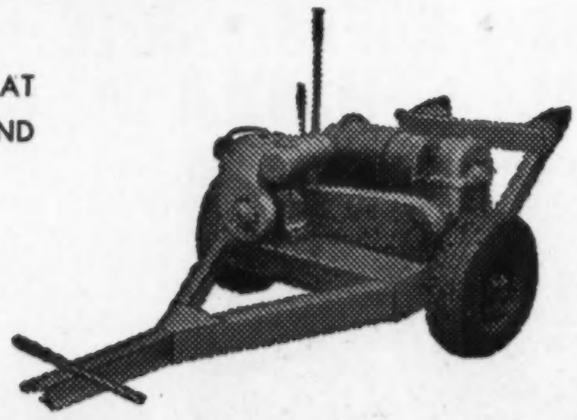
THIS MACHINE IS IDEAL FOR OILFIELD WORK



THE **'DARLINGTON'** PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS

POWERED BY PETROL OR DIESEL ENGINE



SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING CO. (Gateshead) **Ltd.**

TEAM VALLEY ESTATE, CO. DURHAM

SALE

LARGE QUANTITIES AIRCRAFT PARTS, AIRCRAFT ENGINE PARTS, ELECTRONIC MATERIAL, GROUND EQUIPMENT AND TOOLS OF "NORTH AMERICAN", aircraft type F-86K

The Inspector of the Domains, Maliesingel 12, Utrecht, The Netherlands (Tel. 030-26243), will hold a public sale by tender on TUESDAY, MAY 24th, 1966, 10 a.m., of:

LARGE QUANTITIES AIRCRAFT PARTS, AIRCRAFT ENGINE PARTS, ELECTRONIC MATERIALS, GROUND EQUIPMENT, AND TOOLS OF "NORTH AMERICAN", aircraft type F-86K,

stocked in Gilze-Rijen, Rhenen and Honswijk.

The goods will be on view on Tuesday, Wednesday and Thursday, April 26th, 27th and 28th, 1966.

Information about the sale and catalogues with tender forms can be obtained, only on Tuesday and Wednesday APRIL 26th and 27th, 1966, from the Inspector of the Domains, Maliesingel 12, Utrecht, The Netherlands, from 9 a.m.—5 p.m.

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
April 14 . *(Amended from April 20)*	**Petrol and diesel engines, MT and plant spares, miscellaneous stores, including:**	**No. 16 Maintenance Unit, RAF, Stafford** .	**South & Stubbs (Dept. L), 28 Eastgate Street, Stafford. (Tel. 2331).**

Standard, Austin, Ford V8, Rover, Triumph, Rolls-Royce engines; Caterpillar engines, spares and tracks; aero and aircraft spares; electric motors and equipment; nylon webbing and rope; large quantities of wooden cases and metal containers; air compressor units; barrack, quarters and office furnishings; trolleys, etc.

April 15 .	**Machine tools, miscellaneous stores, clothing and textiles.**	**Command Ordnance Depot, Coypool, Marsh Mills, Plymouth.**	**Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. Plymouth 09292)**

Machine tools. 'Lang' 6½ in. lathes; Dean Smith & Grace 8½ in. SS & SC lathes; 'Rapidor' hacksaw machines; 'Pollard' 26 in. pedestal drilling machines; 'Harrison' 4½ in. SS & SC lathes; 'Ransomes & Pickles' 30 in. handsaw; 'Smallpeice' 3½ in. and 4½ in. SS & SC lathes; 'Wicksteed' 10 in. hacksaw machine; 'Parkson' milling machines; 'Ormerod' 16 in. shaper and 8 in. slotting machines and various types of drilling and grinding machines.

Miscellaneous stores. 'Black & Decker' heavy duty drilling machines; 'Alldays & Onions' 1 cwt. pneumatic hammer; 'Harvey & Frost' hand operated crane; hydraulic and screw jacks; carpenters', fitters', electricians' and metal workers' tool kits; electric cable; water containers; MT and electrical spares; batteries; miscellaneous surveying and drawing equipment; gravity roller conveyors; generators and generating sets; 500 solid fuel cookers; 1,100 'Soyer' stoves; motor and hand mowers; electric motors by LDC, Hopkins, Brook, Mitchell, Crompton Parkinson and English Electric; furniture including chairs various; tables; wardrobes; bureaux; bedsteads, etc.; china; glass; cutlery; earthenware and miscellaneous kitchenware; a large selection of tools including hammers, pliers, box spanners, tommy bars, adjustable spanners and screwdrivers.

Clothing and textiles. BD blouses and trousers; ankle boots; shoes; greatcoats; raincoats; leather jerkins; 2,900 flannel shirts with collars; blankets and blanket pieces; woollen drawers; tents and old tentage; ground sheets; kitbags; 150 carpets, including one Axminster 55 ft. by 20 ft.; 500 Axminster and Wilton rugs; miscellaneous curtains; 17 tons of mixed rags; 5,000 webbing packs and numerous pouches and straps.

April 19 to 22	**Earth moving equipment, plant ancillaries and spares, motor vehicles, including:**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272)**

AEC 3-way 10-ton tippers; Albion 20-ton tractors; AEC Matadors; 16 twin-wheeled 50-ton trailers; Scammell breakdown trucks; Leyland 'Hippos', Fordson machinery trucks; towed scrapers, military type; Aveling Barford and Muirhill dumpers; Ferguson agricultural and industrial tractors; Bedford; Austin and Commer trucks (3 to 7 tons); Blaw Knox grader; Morris Mini vans; Hillman 'Huskys'; Ford Escort, Popular, Anglia, Zephyr and Consul saloons; Morris Mini Minor and Minor 1000 saloons; Bedford 15 hp Utilicons; Morris-Commercial utility vans; Land Rover GP vehicles; Austin 'Champs' (with Rolls-Royce engines); estate cars; MT spares.

April 28	**30 Timber built huts 70 ft by 18 feet and 30 ft by 11 ft as now standing at Henlow (Bedfordshire) RAF Station for removal off site.** **Approximately 7000 yards run of ·0225/3 and ·1/4 PILC electric cabling as now laid at Graveley (Huntingdonshire) RAF Station, together with No. 4 transformers, etc.**	**All to be sold by auction at Henlow RAF Station.**	**Messrs. Robinson & Hall, 14 and 152 St, Paul's Square, Bedford. (Tel. Bedford 52201)**
May 6 .	**Plant and equipment, domestic and office furniture, miscellaneous stores, including:**	**Command Ordnance Sub-Depot, Reed Hall, Colchester.**	**Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. Colchester 73171).**

Harvey Frost hand operated crane; portable solid fuel boilers; turntable ladder turret assembly; 4,000 new water containers; batteries; miscellaneous bedside, dining and writing tables; tubular stacking, dining and easy chairs; wardrobes; bureaux; bedsteads; office safes; various kitchenware, etc.

May 10 .	**Machine tools, plant and equipment, miscellaneous stores, including:**	**Royal Ordnance Factory, Royal Arsenal, Woolwich, S.E.18.**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861)**

Drilling, shaping and grinding machines; portable electric drills; upright single spindle drilling machines; fly presses; pneumatic grinders; woodworking machines; oil fired magnesium furnace and tank; air compresors; hand operated overhead gantry; 10 Evinrude 50 hp outboard motors; batteries; miscellaneous furniture; clothing and textiles; kitchenware; webbing; mixed rags, etc.

Catalogues for the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale.

SALE BY TENDER – MACHINE TOOLS

Single-spindle automatics; horizontal borers; pillar and radial drills; internal, surface, universal, spline and tool and cutter grinders; gear hobbing, planing and shaping machines; capstan and centre lathes; manufacturing, profile, vertical and universal millers; presses; planing, sawing, shaping, slotting and die-sinking machines, etc.

Location: Royal Ordnance Factory, Nottingham.

Application for Tender Forms should be made to the Ministry of Defence (AD), Directorate of Sales (Sales 4 (b) (ii)), Room 419, First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. April 26, 1966. Permission to view on presentation of Tender Form only.

MINISTRY OF PUBLIC BUILDING AND WORKS

1966	Description of Goods	Location	Auctioneers
April 5 .	**Office and miscellaneous furniture, engineering and electrical equipment, domestic and other equipment, etc.**	**Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.**	**Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).**

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958				
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205	series shown in £ million			
1960	109	112	114	110	109	98	118	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	114	115	127	123	114	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	133	+177	+ 89	+29	+55
1964	125	128	144	139	123	106	153	121	163	184	152	+510	+332	+72	+47
1965		132				108		132*	159*				+209*	+19*	+57
1964															
2nd quarter	124	128	143	137	122	105	151	121	155	184	153	+172	+126	+13	+12
3rd quarter	125	128	146	140	123	106	156	121	171	187	153	+136	+ 77	+19	+17
4th quarter	126	130	147	142	125	107	158	128	170	186	155	+107	+ 50	+30	+15
1965															
1st quarter	128	132	151	146	127	108	159	138	161	189	162	+ 57	+ 49	—10	+12
2nd quarter	126	131	151	145	123	107	158	127	165	182	162	+ 95	+ 83	— 5	+ 7
3rd quarter	127	131	153	147	124	108	158	131	152	189	164	+127	+ 71	+21	+20
4th quarter		132				109		133*	156*				+ 6*	+13*	+18
1965															
August	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
September	..	131	..	..	..		..	..	..	..	..	..	..	..	..
October	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
November	..	132	..	..	..	110	..	..	..	..	..	..	..	..	..
December	..	133	..	..	..	109	..	..	..	..	..	..	..	..	..
1966															
January	..	133*	..	..	..	110	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956					1958	1958	
Value in base year, £m.	..	..	—		—	—	—	series shown in thousands				3,836	3,250	series shown in £ million
1960	120	136	110·7	+1·0	104·5	116·0	122·5	336	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—412
1965	165*	121*	131·8	+4·9	110·6*	129·4*	157·9	309	265	+44	..	150	145	
1964														
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	368	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 13
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 79
3rd quarter	163	117	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 64
4th quarter	165*	121*	133·5	+4·6	111·5*	130·5*	161·9	305	255	—29	—34	153	151	..
1965														
August	166	122	132·7	+4·7	110·2	130·0	159·9	324	282	—14	— 9	157	144	..
September	163	117	132·8	+4·8	110·6	130·1	160·2	321	275	— 7	— 7	149	143	..
October	165*	121*	132·9	+4·8	111·1	130·2	161·0	309	265	—10	—12	151	146	..
November	165*	124*	133·5	+4·5	111·4	130·5	162·0	301	253	—12	—16	156	153	..
December	165*	121*	134·1	+4·5	111·9*	130·7*	162·6	304	246	— 7	—11	153	155	..
1966														
January	164*	121*	134·3	+4·4	113·0*	130·9*	164·9	285	245	— 1	— 1	158	146	..
February			134·4	+4·5	113·9*	131·1*		277	260	+15	+ 6	158*	159*	..
March								274*	274*	+14*	+10			

† Not seasonally adjusted. * Provisional.

Shipping movement at United Kingdom ports

Foreign and coastal trade movements in November 1965

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during November 1965 amounted to 12,979 thousand net tons: this was about 3 per cent more than the tonnage for the same month in 1964. Commonwealth vessels accounted for 6,380 thousand net tons.

The net tonnage of foreign vessels entering and clearing with cargo during the first eleven months of the year showed an increase of 4,768

Table 1. Shipping movement at UK ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of November 1964	4,953	8,166	3,613	232	4,321	4,084	4,402	2,243	166	1,993
Month of November 1965	4,989	8,795	3,863	169	4,763	3,971	4,184	2,171	177	1,836
Eleven months ending November 1964	58,304	95,264	43,638	2,229	49,398	48,928	53,244	27,359	1,790	24,095
Eleven months ending November 1965	59,699	99,356	43,214	2,276	53,866	48,494	53,136	26,992	1,748	24,397
In ballast Month of November 1964	1,095	1,682	693	62	926	1,857	5,338	2,074	90	3,175
Month of November 1965	1,148	1,723	849	39	835	1,955	5,613	2,021	80	3,512
Eleven months ending November 1964	17,018	22,941	10,583	563	11,795	26,654	65,065	26,916	1,038	37,111
Eleven months ending November 1965	17,457	23,877	11,844	569	11,464	28,495	69,933	27,588	1,229	41,116

(1) Includes Irish Republic and South Africa.

Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	November		Eleven months ended November		November		Eleven months ended November	
	1964	1965	1964	1965	1964	1965	1964	1965
Nationality of vessels:	Numbers of vessels							
United Kingdom	1,583	1,648	19,090	19,144	1,403	1,385	17,096	16,390
Other Commonwealth	140	135	1,454	1,495	164	154	1,824	1,849
Foreign	3,230	3,206	37,760	39,060	2,517	2,432	30,008	30,255
Total	4,953	4,989	58,304	59,699	4,084	3,971	48,928	48,494
	Thousand net tons							
Commonwealth (1)								
Registered in United Kingdom	3,613	3,863	43,638	43,214	2,243	2,171	27,359	26,992
Registered in Canada	—	—	7	4	—	—	7	—
Registered in other countries	232	169	2,222	2,273	166	177	1,783	1,748
Soviet	89	84	764	877	13	18	290	303
Finnish	68	61	623	681	23	29	336	286
Swedish	350	403	3,276	3,672	81	95	1,126	1,254
Norwegian	933	991	10,580	11,751	394	312	4,165	4,480
Danish	206	248	2,610	2,791	134	131	1,591	1,756
Polish	18	24	231	225	9	19	181	178
German	299	307	3,382	3,947	213	200	2,192	2,405
Dutch	490	576	7,223	6,964	374	431	4,938	4,818
Belgian	155	185	1,889	2,120	139	139	1,598	1,660
French	290	301	3,964	4,416	220	137	2,651	2,772
Spanish	60	59	549	564	46	50	520	500
Italian	122	112	1,315	1,442	5	—	53	62
Yugoslav	21	10	147	123	11	10	81	76
Greek	187	208	1,874	2,120	64	55	449	621
United States of America	179	169	2,961	2,101	163	72	2,443	1,545
Panamanian	118	174	1,134	1,557	19	20	187	302
Liberian	579	728	5,286	7,070	9	43	305	423
Other	158	122	1,593	1,446	77	75	989	956
Total foreign	4,321	4,763	49,398	53,866	1,993	1,836	24,095	24,397
TOTAL	8,166	8,795	95,264	99,356	4,402	4,184	53,244	53,136
Trading areas:								
Irish Republic	353	361	4,547	4,900	357	366	4,439	4,821
Northern Europe (Foreign)	1,952	2,049	22,875	23,697	1,671	1,539	18,987	18,792
Europe (Atlantic) and Western Mediterranean Countries	729	838	9,994	11,405	589	565	7,590	8,131
Central and Eastern Mediterranean Countries	896	1,300	9,299	11,538	109	120	1,494	1,441
West and South Africa	546	657	5,622	6,645	255	219	2,380	2,268
East Africa, Persian Gulf, India	1,112	1,000	13,792	12,435	217	229	2,638	2,580
Eastern Asia and Islands in the Pacific	186	198	2,231	2,131	154	177	1,855	2,016
Australasia	245	325	3,064	3,136	180	182	2,002	1,923
North America (Atlantic Coast)	1,144	1,061	12,184	11,758	570	494	8,088	7,777
West Indies and Central America (Atlantic Coast)	684	742	7,676	8,144	132	150	1,666	1,687
South America (Atlantic Coast)	170	129	1,745	1,761	110	77	1,250	987
South and Central America (Pacific Coast)	17	37	481	389	17	16	247	196
North America (Pacific Coast)	126	93	1,633	1,342	42	51	602	496
Other areas	5	4	118	71	—	—	8	20
Total Commonwealth Countries (1)	2,554	2,678	31,469	31,031	1,239	1,294	14,680	15,204
Total Foreign Countries	5,612	6,117	63,795	68,325	3,163	2,890	38,564	37,935
TOTAL	8,166	8,795	95,264	99,356	4,402	4,184	53,244	53,136

(1) Includes Irish Republic and South Africa.

thousand net tons over the figures for the same period of 1964.

There was a 5 per cent decrease in the total net tonnage of coasting trade arrivals and departures with cargo during November, and a 4·5 per cent increase for the first eleven months of the year compared with 1964.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

(*Continued on next page*)

Analysis of man-made fibres

THE 1965 ANALYSIS of man-made fibre production will be published in the *Board of Trade Journal* of April 8.

Table 3. Foreign trade arrivals and departures at principal ports for the period January – November

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965		1964	1965		1964	1965		1964	1965	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	11	13	37	77	44	86	71	37	96	87	42	116
Bristol	3,967	3,574	1,650	4,102	3,700	1,748	541	549	581	3,764	3,268	1,415
Cardiff	1,500	1,450	621	1,755	1,686	872	575	459	577	2,126	1,902	1,007
Dover	3,729	3,705	3,021	7,731	8,552	7,186	3,556	3,577	2,761	7,647	8,532	7,086
Falmouth (inc. Truro)	47	66	52	998	835	287	9	9	11	1,668	1,206	274
Folkestone	633	748	654	1,042	1,165	931	567	565	528	1,097	1,206	963
Grimsby (inc. Immingham)	2,319	2,440	2,492	2,871	2,707	2,712	918	562	813	2,958	2,506	2,715
Harwich	3,863	4,270	3,393	4,033	4,536	3,627	3,985	4,433	3,454	4,104	4,574	3,668
Holyhead	1,316	1,540	1,125	1,394	1,619	1,193	1,302	1,524	1,114	1,387	1,600	1,171
Hull	4,061	4,238	3,521	4,537	4,522	3,870	1,736	1,492	2,212	4,388	4,403	3,662
Lancaster	456	217	55	473	242	101	22	19	52	340	214	83
Liverpool	13,802	13,940	5,229	16,363	16,395	6,453	6,952	6,732	4,259	16,461	16,699	6,349
London	26,248	26,545	14,114	33,466	33,308	17,023	13,842	13,154	10,479	32,495	31,773	17,190
Manchester (inc. Runcorn)	5,138	5,229	2,481	5,476	5,541	2,817	1,855	1,686	1,855	5,118	4,812	2,825
Middlesbrough	2,867	2,923	1,218	3,883	3,927	1,697	1,723	1,890	1,313	3,977	4,278	1,924
Milford Haven	3,774	5,638	357	4,380	6,657	762	481	882	269	4,298	6,253	628
Newhaven	580	941	1,153	623	1,033	1,282	597	869	1,112	619	992	1,243
Newport (Mon.)	1,190	1,130	535	1,830	1,723	866	1,055	985	727	1,889	1,954	960
Plymouth	250	248	459	527	583	744	125	157	387	652	588	744
Southampton	14,864	15,507	2,592	18,908	18,883	3,383	7,572	7,610	2,119	18,633	18,638	3,353
Swansea	1,136	773	442	2,556	2,041	1,386	2,208	2,002	1,846	2,956	2,418	1,970
Tyne ports	2,254	2,297	1,376	3,358	3,507	1,893	2,263	1,440	1,158	4,554	4,052	1,852
Glasgow	4,781	5,053	1,578	5,527	5,801	1,827	2,594	2,581	1,042	5,664	5,848	1,773
Grangemouth	998	856	1,015	1,477	1,393	1,262	1,132	1,157	1,011	1,617	1,484	1,286
Greenock	734	712	142	2,025	2,126	347	426	404	62	1,960	2,357	345
Leith	759	802	1,049	803	885	1,104	322	313	659	725	790	982
Belfast	1,826	2,033	1,164	1,934	2,149	1,303	373	514	490	1,644	1,869	963
Other ports	8,057	8,394	15,067	9,880	10,246	19,768	4,423	4,699	11,363	9,561	10,068	19,445
TOTAL	111,162	115,284	66,592	142,029	145,803	86,530	61,225	60,294	52,350	142,392	144,322	85,992

Table 4. Coasting trade arrivals and departures at principle ports for the period January – November

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965		1964	1965		1964	1965		1964	1965	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Blyth	25	20	59	2,066	1,885	2,468	2,035	1,859	2,344	2,065	1,884	2,418
Bristol	1,053	1,385	1,223	1,677	1,927	4,203	554	1,060	2,611	1,947	2,369	4,553
Cardiff	338	556	758	1,278	1,450	3,016	278	281	1,313	900	1,121	2,883
Cowes	2,133	1,832	9,197	4,492	4,294	19,031	2,020	1,707	8,255	4,504	4,287	18,983
Falmouth	147	158	196	985	700	638	99	100	380	286	235	601
Hartlepools	32	72	104	642	557	561	567	458	394	626	563	556
Hull	907	852	400	1,595	1,557	1,480	617	744	1,061	1,714	1,585	1,596
Immingham	328	633	125	1,069	1,339	864	581	873	689	1,199	1,438	898
Lancaster	1,281	1,483	890	1,480	1,795	1,378	1,493	1,250	1,090	1,595	1,513	1,258
Liverpool	2,693	3,006	2,798	3,861	4,257	4,337	2,611	2,843	3,459	4,120	4,398	4,473
London	6,978	6,864	6,241	9,127	8,783	8,884	2,159	2,146	2,762	9,707	9,286	8,855
Manchester	1,012	851	714	1,457	1,330	1,622	772	786	921	1,555	1,449	1,585
Middlesbrough	294	379	368	1,136	1,270	1,361	407	312	601	935	950	1,118
Milford Haven	352	253	99	2,144	3,025	1,129	2,262	3,253	1,171	2,382	3,439	1,242
Newport (Mon.)	341	352	1,342	607	561	1,510	138	28	56	517	421	1,412
Portsmouth	393	393	1,792	2,928	2,930	11,714	77	75	872	2,923	2,923	11,672
Preston	953	1,027	1,702	1,051	1,128	1,941	876	964	1,546	1,097	1,176	2,023
Southampton	2,582	3,015	9,871	5,361	5,322	12,219	4,519	4,567	10,036	5,401	5,392	12,459
Sunderland	235	243	311	1,802	1,589	1,778	1,458	1,236	1,328	1,740	1,522	1,699
Swansea	163	120	451	1,670	1,508	3,573	1,034	906	2,423	1,208	1,109	2,938
Tyne ports	562	635	196	3,288	3,466	2,432	1,595	1,712	1,757	2,727	2,993	2,403
Glasgow	1,150	1,155	1,097	1,894	1,933	1,678	745	848	951	1,599	1,809	1,700
Belfast	5,492	5,594	7,379	5,966	5,982	7,974	4,455	4,675	5,374	5,974	6,092	8,164
Other ports	11,986	12,468	27,959	17,193	17,582	43,748	8,725	9,170	17,936	17,060	17,401	43,408
TOTAL	41,432	43,339	75,273	74,765	76,170	139,539	40,074	41,851	69,330	73,781	75,358	138,897

Table 5. Coasting trade movement at UK ports

(a) Commonwealth and Irish Republic.

		Arrived				Departed			
Coasting Trade – Great Britain		No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo:	Month of November 1964	5,899	3,334	2,815	519	5,808	3,309	2,789	520
	Month of November 1965	5,328	3,090	2,427	663	5,258	3,172	2,432	741
	Eleven months ending November 1964	68,161	35,257	30,240	5,017	66,030	35,298	29,794	5,505
	Eleven months ending November 1965	66,111	37,027	30,539	6,488	63,007	36,857	29,935	6,922
In ballast:	Month of November 1964	5,059	2,860	2,335	525	4,982	2,742	2,296	445
	Month of November 1965	4,485	2,621	2,082	540	4,699	2,557	2,069	489
	Eleven months ending November 1964	69,634	32,811	27,375	5,436	69,324	31,754	27,045	4,708
	Eleven months ending November 1965	63,483	32,383	26,463	5,920	65,668	31,602	26,498	5,105
Coasting Trade – United Kingdom									
With cargo:	Month of November 1964	6,775	3,916	3,352	564	6,405	3,772	3,210	562
	Month of November 1965	6,125	3,657	2,924	733	5,813	3,622	2,843	780
	Eleven months ending November 1964	76,937	41,431	35,973	5,458	72,035	40,075	34,233	5,841
	Eleven months ending November 1965	75,273	43,339	36,341	6,998	69,330	41,851	34,537	7,314
In ballast:	Month of November 1964	5,142	2,905	2,362	543	5,355	2,916	2,443	472
	Month of November 1965	4,538	2,647	2,102	546	5,034	2,709	2,185	525
	Eleven months ending November 1964	70,459	33,333	27,826	5,507	73,214	33,706	28,771	4,935
	Eleven months ending November 1965	64,266	32,831	26,817	6,014	69,567	33,507	28,041	5,466

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

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Cinema admissions and takings in December 1965

THE WEEKLY average of admissions to cinemas in Great Britain during December has been amended to 4.7 million. The weekly average of gross box office takings is unchanged at £0.95 million.

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the four weeks ended February 26, 1966:

Distributors' earnings submitted.		
High cost films	£431,594	
Low cost films:		
Eligible (after multiplying by 2½)	£5,228	
Not eligible for 2½ times rental	£4,056	
		£440,878
Films of less than 3,000 feet (after multiplying by 2½)		£49,688
		£490,566
Levy collections paid to Agency by HM Customs and Excise to March 7, 1966, together with an estimate of collections approximately covering entertainments for the four weeks ended February 26, 1966		£392,400

The fourth interim allocation for the ninth distribution period will be at the rate of 50 per cent.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964, during the week ended Friday, March 25, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Born Free	Br/E 31189	95	March 24	Columbia Pictures Corp. Ltd.	Open Road Films Ltd. and Atlas Films Ltd.
Alfie	Br/E 31190	114	March 24	Paramount Film Service Ltd.	Sheldrake Films Ltd.
Look at Life Series 29: *Cover Story*	Br/E 31191	9	March 25	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Pathe Pictorial Series 586/598: *Pathe Pictorial No.* 590	Br/E 31192	8	March 25	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-23	Br/E 30939	8	March 25	" "	" "
Pathe News 66-24	Br/E 30940	8	March 25	" "	" "
Movietone News 1919	Br/E 30853	8	March 25	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1919A	Br/E 30854	8	March 25	" "	" "
				FOREIGN	
The Silencers	F 31180	104	March 21	Columbia Pictures Corp. Ltd.	Meadway-Claude Productions
Karamoja	F 31181	58	March 21	New Realm Pictures Ltd.	Dr. William Treutle, Mexico.
Gunfight at High Noon	F 31182	88	March 23	Compton-Cameo Films Ltd.	Produzione Europee Associate, Rome.
The Return of Sandokan	F 31183	89	March 23	" "	Liber Films, Rome.
Paris Vu Par (Six in Paris)	F 31184	98	March 24	Amanda Films Ltd.	Les Films du Losange, Paris.
Thomas the Impostor (Thomas l'Imposteur)	F 31185	93	March 24	" "	Filmel, Paris.
Greta, the Misfit Greyhound	F 31186	46	March 24	Walt Disney Productions Ltd.	Walt Disney Productions
The Ugly Dachshund	F 31187	93	March 24	" "	" "
Winnie the Pooh and the Honey Tree	F 31188	26	March 24	" "	" "
Men and Women (Noite Vazia)	F 31193	80	March 25	Antony Balch Films Ltd.	Kamera Film, Brazil.
(a) Flora, (b) Flora – the Quick Girl	F 31194	7	March 25	" "	Benjamin Hayeem.

AMENDMENTS TO THE REGISTER
The title of the film 'Oklahoma Woman' (F 21647) registered on August 3, 1956, has been amended to 'Bandit Queen'.
The title of the film 'Shake Rattle and Rock' (F 21995) registered on December 12, 1956, has been amended to 'Teen Town'.

CORRECTION TO THE REGISTER:
In the list of films registered during the week ended Friday, March 18, 1966, the maker's name of the film *Over the Sticks*, Look at Life Series 29, should be Rank Film Distributors Ltd.

Machine tool orders and deliveries - December 1965

THE MINISTRY OF TECHNOLOGY report that total deliveries of machine tools in December were valued at £13 million and total net new orders at £12¼ million, so that orders outstanding had fallen by £¾ million to just under £104 million. However as deliveries are normally seasonally higher than orders in December, especially for export, this fall in orders outstanding is not significant and the underlying trend – as shown by the seasonally adjusted figures – is still upwards.

Home deliveries continue high

Home deliveries were at a record value of almost £10 million and even allowing for seasonal factors this was an all time record. Allowing for price increases, home deliveries in December were the highest monthly volume yet achieved exceeding by a handsome margin the record level reached in the previous month. Actual net new orders were exactly balanced by deliveries, so that home orders outstanding at the end of December remained at £75 million. Looking at the trends however, December is usually a poor month for home new orders and after seasonal adjustment they were almost £11 million, still exceeding deliveries, similarly adjusted, by about £1 million. Thus the gap between orders and deliveries which narrowed towards the end of the year seems to have steadied at that figure.

Taking the year as a whole, after allowing for the additional returns received in 1965, home deliveries were up by 15 per cent and net new orders by 12 per cent in value compared with 1964. As a result of this reduction in the excess of home orders over deliveries, home orders outstanding rose by only 27 per cent, after similar allowance for the extra firms included in 1965, compared with the increase of 43 per cent in 1964.

Export orders and deliveries still low

In the export market the downward trend continued, with deliveries at £2¾ million and net new orders at £2½ million, both seasonally adjusted. However, with the lower rate of deliveries, orders outstanding at £28¾ million still represented about 9½ months'

Table 1

Metal working machine tools orders and deliveries: recorded figures (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,384	16,075	38,309	59,798	17,465	42,333
1959	78,768	18,552	60,216	55,892	15,740	40,151	80,276	18,217	62,058
1960	94,936	24,310	70,626	105,703	24,296	81,407	144,747	32,868	111,879
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,085
1965*	140,623	40,546	100,077	103,838	28,815	75,022	156,678	39,412	117,266
1962 1st quarter	32,525	8,536	23,989	111,008	31,514	79,494	26,617	7,962	18,654
2nd quarter	31,731	8,590	23,142	107,385	34,233	73,153	28,108	11,308	16,800
3rd quarter	30,934	8,935	21,999	99,721	35,735	63,986	23,270	10,438	12,833
4th quarter	31,982	9,410	22,572	88,266	34,691	53,576	20,527	8,366	12,161
1963 1st quarter	31,837	10,742	21,095	78,874	31,468	47,406	22,444	7,519	14,925
2nd quarter	28,165	9,426	18,739	74,618	30,281	44,337	23,909	8,239	15,670
3rd quarter	26,644	9,444	17,200	70,403	30,410	39,993	22,429	9,573	12,856
4th quarter	27,516	9,576	17,939	69,025	29,156	39,869	26,138	8,322	17,816
1964 1st quarter	31,471	10,222	21,249	70,949	27,658	43,292	33,395	8,723	24,672
2nd quarter	28,017	8,524	19,493	74,848	28,941	45,907	31,916	9,808	22,108
3rd quarter	28,798	8,119	20,679	81,307	30,176	51,131	35,258	9,354	25,904
4th quarter	33,423	10,936	22,487	86,573	29,527	57,046	38,689	10,287	28,204
1965 1st quarter (3)	36,837	11,343	25,494	91,438	29,079	62,359	40,492	10,473	30,019
2nd quarter	34,200	11,138	23,062	96,687	29,741	66,946	39,449	11,800	27,649
3rd quarter	33,641	9,522	24,119	102,342	29,651	72,690	39,297	9,432	29,864
4th quarter*	35,944	8,543	27,402	103,838	28,815	75,022	37,441	7,707	29,734
1964 January	10,343	3,317	7,027	70,222	28,909	41,313	11,540	3,069	8,471
February	9,847	3,326	6,521	71,615	28,325	43,289	11,240	2,742	8,498
March	11,281	3,580	7,701	70,949	27,658	43,292	10,615	2,912	7,703
April	9,440	3,080	6,361	72,429	27,637	44,793	10,921	3,059	7,862
May	9,060	2,679	6,381	72,877	27,931	44,947	9,508	2,973	6,535
June	9,517	2,766	6,751	74,848	28,941	45,907	11,487	3,776	7,711
July	9,192	2,403	6,789	78,342	29,433	48,909	12,686	2,895	9,791
August	8,457	2,403	6,055	79,439	29,887	49,552	9,554	2,856	6,698
September	11,149	3,314	7,835	81,307	30,176	51,131	13,017	3,603	9,415
October	10,519	3,428	7,090	83,483	30,538	52,945	12,694	3,791	8,904
November	10,892	3,271	7,621	85,454	30,507	54,946	12,863	3,240	9,622
December	12,012	4,236	7,776	86,573	29,527	57,046	13,132	3,256	9,876
1965 January (3)	11,116	3,637	7,479	91,614	29,915	61,699	14,948	3,603	11,345
February	12,182	3,808	8,374	91,874	29,189	62,685	12,442	3,081	9,361
March	13,539	3,899	9,640	91,438	29,079	62,359	13,103	3,789	9,314
April	10,433	2,991	7,442	93,638	29,860	63,779	12,634	3,772	8,862
May	11,754	3,473	8,280	95,907	30,768	65,139	14,022	4,382	9,641
June	12,014	4,673	7,341	96,687	29,741	66,946	12,793	3,647	9,147
July	10,943	3,121	7,822	102,737	29,961	72,776	16,993	3,341	13,652
August	9,847	2,838	7,009	104,442	30,098	74,344	11,552	2,975	8,577
September	12,852	3,563	9,288	102,342	29,651	72,690	10,751	3,116	7,635
October*	10,644	2,669	7,974	104,153	29,998	74,155	12,455	3,016	9,439
November*	12,309	2,860	9,449	104,570	29,545	75,025	12,726	2,407	10,319
December*	12,991	3,013	9,978	103,838	28,815	75,022	12,259	2,283	9,976
January-December 1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,085
January-December 1965*	140,623	40,546	100,077	103,838	28,815	75,022	156,678	39,412	117,266
Percentage change (3)	+16	+7	+19	+20	—2	+32	+13	+3	+16

*Provisional.
(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

work compared with 8½ months' work for home orders at current rates of deliveries.

Over 1965 as a whole, export deliveries showed a slight increase of 4 per cent compared with 1964, after allowing for the wider coverage in 1965, but net new orders fell by 2 per cent, so that export orders outstanding, which had remained fairly constant in 1964, fell during 1965 by 6 per cent after similar allowance for the extra firms included in the recorded figures.

Table 2

Metal working machine tools orders and deliveries: seasonally adjusted (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,874	16,117	38,757	59,799	17,461	42,338
1959	78,768	18,552	60,216	56,441	15,762	40,679	80,335	18,197	62,138
1960	94,936	24,310	70,626	106,804	24,259	82,545	145,229	32,807	112,492
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,702	88,946	34,397	54,549	98,061	37,899	60,162
1963	114,162	39,188	74,974	69,728	28,981	40,747	94,944	33,772	61,172
1964	121,709	37,801	83,908	87,785	29,461	58,324	139,766	38,281	101,485
1965*	140,814	40,687	100,128	105,468	28,758	76,710	158,496	39,984	118,512
1962 1st quarter	30,459	7,956	22,503	112,566	32,616	79,950	24,967	8,603	16,364
2nd quarter	32,576	9,260	23,316	107,266	34,445	72,821	27,276	11,089	16,187
3rd quarter	32,234	9,050	23,184	99,252	34,834	64,418	24,220	9,439	14,781
4th quarter	31,904	9,205	22,699	88,946	34,397	54,549	21,598	8,768	12,830
1963 1st quarter	29,669	9,891	19,778	80,277	32,659	47,618	21,000	8,153	12,847
2nd quarter	28,889	10,015	18,874	74,512	30,412	44,100	23,124	7,768	15,356
3rd quarter	28,022	9,880	18,142	70,114	29,571	40,543	23,624	9,039	14,585
4th quarter	27,582	9,402	18,180	69,728	28,981	40,747	27,196	8,812	18,384
1964 1st quarter	29,226	9,452	19,774	72,085	28,683	43,402	31,583	9,154	22,429
2nd quarter	28,718	9,128	19,590	74,805	29,031	45,774	31,438	9,476	21,962
3rd quarter	30,181	8,468	21,713	81,364	29,341	52,023	36,740	8,778	27,962
4th quarter	33,584	10,753	22,831	87,785	29,461	58,324	40,005	10,873	29,132
1965 1st quarter (3)	34,203	10,480	23,723	92,712	30,165	62,547	39,128	11,183	27,945
2nd quarter	35,056	11,836	23,220	96,576	29,831	66,745	38,920	11,502	27,418
3rd quarter	35,292	9,937	25,355	102,791	28,844	73,947	41,508	8,951	32,557
4th quarter*	36,263	8,434	27,830	105,468	28,758	76,710	38,940	8,348	30,592
1964 January	10,163	3,272	6,891	70,453	28,847	41,606	10,888	3,138	7,750
February	9,520	3,128	6,392	71,418	28,680	42,738	10,485	2,961	7,524
March	9,543	3,052	6,491	72,085	28,683	43,402	10,210	3,055	7,155
April	10,168	3,433	6,735	72,628	28,587	44,041	10,711	3,337	7,374
May	9,029	2,800	6,229	73,285	28,595	44,690	9,686	2,808	6,878
June	9,521	2,895	6,626	74,805	29,031	45,774	11,041	3,331	7,710
July	9,253	2,379	6,874	77,540	29,233	48,307	11,988	2,581	9,407
August	10,306	2,963	7,343	78,034	29,228	48,806	10,800	2,958	7,842
September	10,622	3,126	7,496	71,364	29,341	52,023	13,952	3,239	10,713
October	10,890	3,356	7,534	83,266	29,825	53,441	12,792	3,840	8,952
November	11,139	3,495	7,644	85,276	29,863	55,413	13,149	3,533	9,616
December	11,555	3,902	7,653	87,785	29,461	58,324	14,064	3,500	10,564
1965 January (3)	10,937	3,583	7,354	91,989	29,855	62,134	15,141	3,977	11,164
February	11,805	3,579	8,226	91,424	29,543	61,881	11,240	3,267	7,973
March	11,460	3,318	8,142	92,712	30,165	62,547	12,748	3,940	8,808
April	11,227	3,328	7,900	93,591	30,879	62,713	12,107	4,041	8,066
May	11,728	3,626	8,102	96,243	31,492	64,751	14,379	4,239	10,140
June	12,101	4,883	7,218	96,576	29,831	66,745	12,434	3,222	9,212
July	11,020	3,087	7,933	101,666	29,753	71,913	16,110	3,009	13,101
August	12,012	3,496	8,516	102,667	29,422	73,245	13,013	3,164	9,849
September	12,261	3,355	8,905	102,791	28,844	73,947	12,385	2,778	9,608
October*	11,102	2,609	8,492	104,124	29,295	74,828	12,434	3,061	9,373
November*	12,549	3,053	9,497	104,539	28,909	75,630	12,964	2,667	10,298
December*	12,612	2,772	9,841	105,468	28,758	76,710	13,541	2,621	10,921
Average of the latest 3 months*	12,088	2,811	9,277	..	..	..	12,980	2,783	10,197
Average of the previous 3 months	11,764	3,312	8,452	..	..	..	13,836	2,984	10,852
Percentage change	+3	—15	+10				—6	—7	—6

* Provisional.
(1) The figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sums of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

Index of retail prices, February 1966

AT February 22, 1966, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 114.4, compared with 114.3 at January 18.

Overdrafts of the nationalized industries

HM TREASURY ANNOUNCE that the total bank overdrafts of the nationalized industries at March 16, 1966, amounted to £77 million, of which £69.1 million was from the clearing banks and £7.9 million from the Scottish banks.

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for January 1966, prepared by the Ministry of Commerce, is 147 (1958=100). This is 1 point lower than December 1965, and 4 points higher than January 1965.

The index numbers for the main industrial groups for January 1966, with the increase or decrease on January 1965 shown in brackets are: textiles 136 (−); clothing 115 (+3 points); engineering and metals 108 (+2); food, drink and tobacco 126 (+10); timber and furniture 98 (+3); other manufacturing industries 315 (+19); construction 167 (−8); gas, electricity and water 222 (+16).

Turnover of the motor trades in January

THE TOTAL TURNOVER of the motor trades in January was 7 per cent higher than in January 1965, compared with the experience of the last quarter of 1965 when trading remained at much the same level as in the fourth quarter of 1964. This increase in January reflects the strong influence on total turnover of the movement in sales of new motor vehicles which account for about 40 per cent of total turnover.

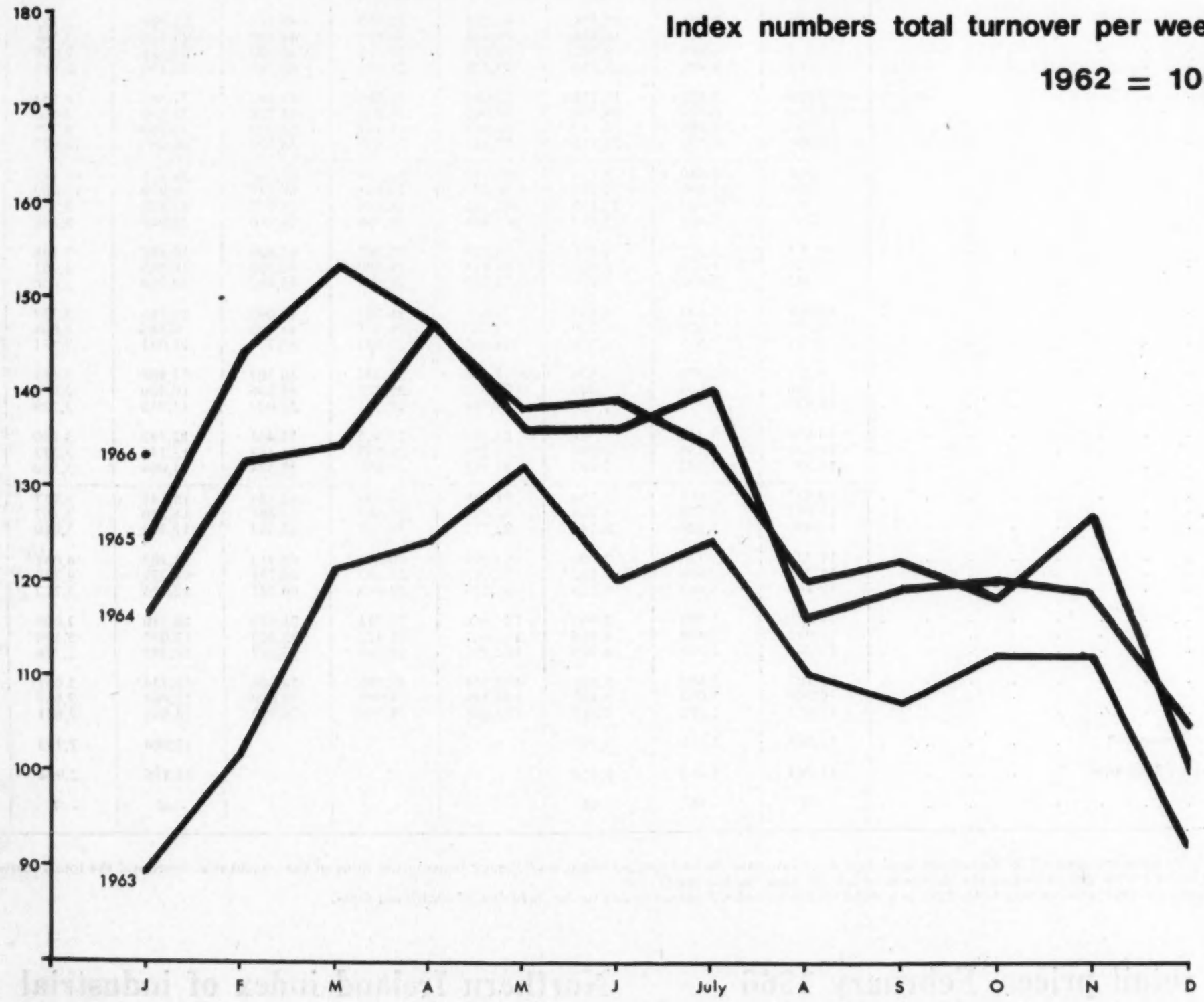
Sales of new motor vehicles in January, which showed an increase of 7 per cent over sales in January 1965, contrasted strongly with the average experience in the fourth quarter of 1965 when sales were about 8 per cent below the level of the last quarter of 1964. Sales of second-hand motor vehicles also showed an increase in January (4 per cent), compared with sales in January 1965, but the increase was smaller than for new vehicles. It is to be noticed from the series of figures that while the sales experience for second-hand vehicles has followed to some extent that for new vehicles, the percentage changes on a year earlier for second-hand vehicles have not, on the whole, showed either such large increases or such large decreases as have those for new vehicles. All other sales and receipts increased by 8 per cent in January compared with sales in January 1965, and continued to maintain a steady rate of expansion.

(*Table on next page*)

TURNOVER IN THE MOTOR TRADES

Index numbers total turnover per week

1962 = 100



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Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kinds of business (Turnover in 1962 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL TURNOVER (£2,979 million)	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966						133											
	1965	+2	+11	—1	Nil	Nil	+7	+9	+14	Nil	—1	—2	+4	—3	—2	+2	—6	+5
	1966						+7											
ANALYSIS OF TURNOVER: Sales of new motor vehicles (£1,119 million)	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966						155											
	1965	—3	+12	—9	—8	—8	+6	+11	+15	—11	—9	—8	+1	—14	—12	—6	—17	+1
	1966						+7											
Sales of secondhand motor vehicles (£568 million)	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966						111											
	1965	Nil	+6	Nil	—7	—3	+3	+2	+12	+12	—3	—7	—2	—9	—9	Nil	—12	+4
	1966						+4											
All other sales and receipts (£1,292 million)	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966						124											
	1965	+10	+12	+9	+9	+9	+11	+10	+14	+10	+9	+7	+11	+7	+9	+11	+9	+8
	1966						+8											

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by January, 1966 turnover was the four weeks from January 2, 1966, to January 29, 1966; the corresponding period in 1965 was from January 3, 1965 to January 30, 1965.

High level of investment by insurance companies in the fourth quarter

INSURANCE COMPANIES, like private pension funds*, increased significantly their net investment during the fourth quarter of 1965. The statistics of insurance companies' transactions in assets also show renewed interest in public sector securities, a continuation of the high level of investment in company debentures and a further fall in holdings of cash and short-term assets.

During 1965 as a whole net investment by the insurance companies at £624 million was lower than in the previous year (£674 million). There was a slight fall in net purchases of securities, etc. (£643 million in 1965 compared with £646 million in 1964), but holdings of cash and other short-term assets were reduced significantly by about £19 million during 1965 in contrast with the rise of £28 million in 1964.

Investment by life funds at £169 million during the fourth quarter was at its highest quarterly level since these statistics started in 1963 and over 20 per cent above the level in the fourth quarter of 1964. Because of fluctuations in the quarterly results it is difficult to assess the underlying rate of increase, but the second half of 1965 showed investment about 4 per cent above the corresponding period of 1964. Investment in British Government securities, which had reached a very low level (£1½ million) in the third quarter, recovered to a level (about £23 million) only slightly below that of the last three quarters of 1964. Interest in company debentures, reflecting the substantial rise in new issues of debentures, continued in the fourth quarter, bringing the annual total of net investment to about £208 million, 13 per cent up on 1964. Investment in equities continued at the relatively low level of the preceding quarters, and for the year as a whole was only half the 1964 level. Loans for house purchase were slightly down in the fourth quarter. Cash and other short term assets of life funds rose by some £2 million during the quarter, in contrast to the fall in the previous quarter (£13 million) and in the fourth quarter of 1964.

General funds showed a net disinvestment of £8 million during the fourth quarter, mainly due to a substantial fall in cash and other short-term assets which is thought to be related in part to claims arising from the recent hurricane damage in the United States. During 1965 as a whole net investment was only barely positive (£0·3 million) in contrast with the substantial investment in the previous year. The main features of general funds' purchases of securities in the fourth quarter were continued, although slight, disinvestment in public sector securities and continued investment in ordinary and preference shares.

* *Board of Trade Journal*, March 11, 1966.

Notes:

The statistics relate to the United Kingdom insurance companies which are members of the British Insurance Association and to collecting friendly societies. The figures exclude direct investment in overseas branches or subsidiaries, and also exclude assets held by, or on behalf of those branches, even if they are held in the United Kingdom.

Transactions are recorded at cash values. Net investment is the difference between payments made for assets acquired and payments received for assets realized. Fuller definitions are given in the *Board of Trade Journal* of July 2, 1965 (page 18). The figures have been rounded and totals are not always equal to the sums of their components.

(*Table on following page*)

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Transactions in assets of insurance companies

£ million

Assets	Life Funds					General Funds				
	Net Investment 4th qtr., 1964	Net Investment 3rd qtr., 1965	4th quarter, 1965			Net Investment 4th qtr., 1964	Net Investment 3rd qtr., 1965	4th quarter, 1965		
			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment
Public sector securities:										
British government and government guaranteed securities:										
Period to maturity:										
Up to 5 years	— 3·5	— 12·6	22·6	17·5	+ 5·0	+ 0·5	—3·0	3·6	4·5	— 0·9
Over 5 and up to 10 years	— 11·8	— 8·9	6·5	11·5	— 5·0	— 1·4	—7·2	3·3	5·0	— 1·7
Over 10 and up to 15 years	— 46·0	+ 8·6	28·2	15·8	+ 12·4	+ 1·8	+7·3	8·2	3·6	+ 4·7
Over 15 years	+ 92·6	+ 2·5	49·6	44·5	+ 5·1	— 2·1	+1·4	0·2	2·3	— 2·1
Undated	— 4·0	+ 11·7	19·0	13·2	+ 5·8	+ 0·1	—0·2	0·1	0·3	— 0·1
Local authorities, etc., securities	— 3·9	+ 1·3	13·6	8·2	+ 5·4	+ 1·4	+1·0	1·7	2·3	— 0·7
Total of public sector securities	+ 23·5	+ 2·7	139·5	110·9	+ 28·6	+ 0·3	—0·6	17·2	18·0	— 0·8
Other investments:										
Company securities:										
Ordinary shares	+ 26·7	+ 18·9	49·0	32·4	+ 16·7	+ 6·3	+2·6	11·0	7·4	+ 3·6
Preference shares	+ 1·0	+ 4·0	4·6	3·6	+ 1·1	— 0·1	+2·0	3·3	0·3	+ 3·0
Debentures, etc.	+ 42·7	+ 62·6	78·8	19·8	+ 59·0	+ 1·3	—1·7	2·9	3·7	— 0·9
Mortgages and loans:										
Home – House purchase loans	+ 17·2	+ 25·9	36·7	19·2	+ 17·6	+ 0·6	+1·3	2·2	2·5	— 0·3
Other mortgages and loans	+ 26·6	+ 21·8	35·0	12·8	+ 22·2	+ 0·6	—0·3	0·3	1·2	— 0·9
Overseas	+ 0·3	+ 0·4	1·0	0·3	+ 0·6	— 0·1	+0·2	0·5	0·5	—
Overseas government, etc., securities	— 1·3	— 1·8	1·5	2·0	— 0·6	+ 0·8	—	4·4	5·4	— 1·0
Land, property and ground rents	+ 21·3	+ 27·2	23·7	2·4	+ 21·3	+ 0·1	—0·6	1·6	1·0	+ 0·6
Other investments	+ 0·2	+ 0·1	0·6	0·2	+ 0·4	+ 2·3	+0·1	0·2	0·2	—
Total of other investments	+134·7	+159·0	230·8	92·6	+138·2	+11·7	+3·7	26·5	22·3	+ 4·1
Total of investments	+158·2	+161·7	370·3	203·5	+166·8	+12·1	+3·0	43·7	40·3	+ 3·4
			BALANCES					BALANCES		
			Sept. 30, 1965	Dec. 31, 1965				Sept. 30, 1965	Dec. 31, 1965	
Cash and other short-term assets:										
Cash in hand with UK banks	+ 3·4	— 0·3	29·0	41·3	+ 12·3	—	—0·9	36·4	35·2	— 1·2
UK local authority bills and temporary money	— 15·7	— 11·9	25·9	17·8	— 8·1	— 1·9	+2·5	14·0	6·4	— 7·6
Other short-term assets	— 5·8	— 0·8	4·9	2·7	— 2·2	+ 0·1	+0·2	21·3	18·8	— 2·4
Total cash and other short-term assets	— 18·1	— 13·0	59·7	61·8	+ 2·1	— 1·8	+1·8	71·7	60·4	—11·2
Total net investment	+140·1	+148·6			+168·9	+10·3	+4·8			— 7·9

— nil or less than £·05 million.

Assets	Combined Funds					Net Investment Year 1965		
	Net Investment 4th qtr., 1964	Net Investment 3rd qtr., 1965	4th quarter, 1965			Life Funds	General Funds	Combined Funds
			Assets Acquired	Assets Realized	Net Investment			
Public sector securities:								
British government and government guaranteed securities:								
Period to maturity:								
Up to 5 years	— 2·9	— 15·6	26·2	22·1	+ 4·1	— 15·3	— 9·4	— 24·7
Over 5 and up to 10 years	— 13·1	— 16·1	9·8	16·5	— 6·7	— 12·2	— 9·5	— 21·6
Over 10 and up to 15 years	— 44·2	+ 16·0	36·5	19·4	+ 17·1	+ 37·0	+12·0	+ 48·9
Over 15 years	+ 90·5	+ 3·8	49·8	46·8	+ 3·0	+ 34·9	— 1·4	+ 33·4
Undated	— 3·9	+ 11·5	19·1	13·5	+ 5·6	+ 11·6	— 0·3	+ 11·3
Local authorities, etc., securities	— 2·5	+ 2·3	15·3	10·6	+ 4·7	+ 23·6	— 1·6	+ 21·9
Total of public sector securities	+ 23·8	+ 2·0	156·7	128·9	+ 27·9	+ 79·7	—10·1	+ 69·5
Other investments:								
Company securities:								
Ordinary shares	+ 33·0	+ 21·5	60·0	39·8	+ 20·2	+ 71·5	+14·7	+ 86·0
Preference shares	+ 0·9	+ 6·0	7·9	3·9	+ 4·0	+ 1·7	+13·6	+ 15·2
Debentures, etc.	+ 44·0	+ 60·8	81·7	23·5	+ 58·1	+207·9	— 2·2	+205·5
Mortgages and loans:								
Home – House purchase loans	+ 17·8	+ 27·3	38·9	21·6	+ 17·2	+ 86·9	+ 2·7	+ 89·6
Other mortgages and loans	+ 27·3	+ 21·5	35·3	14·1	+ 21·3	+ 90·7	— 0·5	+ 90·3
Overseas	+ 0·3	+ 0·6	1·5	0·8	+ 0·6	+ 1·4	+ 1·3	+ 2·7
Overseas government, etc., securities	— 0·6	— 1·8	5·9	7·4	— 1·5	— 3·9	— 1·8	— 5·6
Land, property and ground rents	+ 21·4	+ 26·6	25·3	3·4	+ 21·9	+ 92·9	— 3·8	+ 89·1
Other investments	+ 2·5	+ 0·2	0·8	0·4	+ 0·4	+ 0·4	+ 0·3	+ 0·9
Total of other investments	+146·5	+162·7	257·3	114·9	+142·3	+549·3	+24·3	+573·6
Total of investments	+170·2	+164·7	414·0	243·8	+170·2	+629·0	+14·2	+643·1
			BALANCES					
			Sept. 30, 1965	Dec. 31, 1965				
Cash and other short-term assets:								
Cash in hand with UK banks	+ 3·4	— 1·2	65·4	76·4	+ 11·1	+ 1·5	— 2·4	— 0·9
UK local authority bills and temporary money	— 17·6	— 9·4	39·9	24·2	— 15·7	— 5·9	— 4·8	— 10·6
Other short-term assets	— 5·7	— 0·6	26·1	21·5	— 4·6	— 1·0	— 6·6	— 7·5
Total cash and other short-term assets	— 19·9	— 11·2	131·4	122·2	— 9·2	— 5·3	—13·8	— 19·1
Total net investment	+150·3	+153·4			+161·0	+623·7	+ 0·3	+624·0

— nil or less than £·05 million.

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Exhibitions and Fairs

Considerable impact made by British fashions at Düsseldorf

BRITISH PARTICIPATION at the 68th International Fashion and Sales Week (IGEDO) at Düsseldorf from March 17-20 was extremely encouraging. The Board of Trade, the Central Office of Information and the British Consulate General, Düsseldorf, co-operated with the Associated Fashion Designers of London and the British Fashion Export group in organizing displays of women's and children's fashions.

The latter group, occupying stands totalling 196 metres, were – Astraka Ltd., Laird-Portch Fashion Ltd., Elka Novitas Ltd., Mark Lewis (Marchette) Ltd. and Servitor Plastics Ltd.

The Associated Fashion Designers group had a combined stand on a site of 345 square metres. Designed by the Central Office of Information, the stand accommodated the 12 members of the group. These were André Peters, Rhona Roy, Hildebrand Dresses, Carol Freedman, Harbro, John Marks, Marlborough Dresses, Simon Massey, Mono, Ricki Reed, Mark Russell and Wallis. The considerable impact made by their display at the last show in November 1965 was successfully followed up this time, and already visitors to their show are beginning to expect something 'different'. Press coverage was extensive and short 'spots' were included in a number of television programmes on this venture. The twice daily shows created a focal point and like last year, attracted large audiences.

The official opening was attended by Mr. S. L. Edwards, Minister (Economic) at the British Embassy, Bonn, and Mrs. Edwards: Mr. J. M. Fisher, the new British Consul General at Düsseldorf, and Mrs. Fisher; Herr Willy Weyer, Minister of the Interior and Deputy Minister President for North Rhine-Westphalia and Frau Weyer; Frau Müller, the wife of the Mayor of Düsseldorf, and a great number of other distinguished visitors among whom were many buyers from the trade. The theme of the AFD's show was 'Young London Look', aimed mainly at the current young mood.

Regarded as a preview show, the March Fair does not have as many exhibitors as the April or November ones. Nevertheless, a total of 900 exhibitors were offering their autumn and winter models as well as a goodly portion of follow-up mid-summer styles with the emphasis on Co-ordinates (Composé) – equally good for home and holiday.

Of the foreign exhibitors, Great Britain (18 exhibitors) took second place behind France (20), followed by Italy (15), Austria (10), Switzerland (6), United States (6), Denmark (4) and Hong Kong (1).

Apart from the Associated Fashion Designers display (12 exhibitors) and the British Fashion Export Group (5 exhibitors), an independent British exhibitor, Lisa Philipe, was represented by their agent.

An innovation at this IGEDO was the Special Boys' and Girls' Collections for the two to six year olds. Here, too, the emphasis was on autumn and winter clothing. In all, the amount of business concluded at this exhibition was reported to have been extremely good.

Considering the strong British representation and the second appearance of the British combined stand, which undoubtedly has made an impact on both occasions, the German buyers are now aware that British fashion designers are trend setters, and many German Fashion Houses will no doubt seek out the British stands at future events.

United States store buyers to visit Britain

THE BOARD OF TRADE have been advised that buyers from D. H. Holmes Co. Ltd., which will be holding a promotion this year featuring British goods, will be visiting Britain during April and May. Manufacturers and exporters wishing to meet these buyers should contact the London Buying House which is Frederick Atkins International Ltd., 72 New Bond Street, London, W.1. (Tel. Mayfair 9806).

D. H. HOLMES CO. LTD.,
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Dates of promotion=October 16-20.

Name of buyer	Merchandise sought
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Mr. J. Nicosia	Housewares
Mr. M. Berglin	Ladies' dresses
Miss E. Tahir	Ladies' dresses
Miss D. A. Rice	Budget sportswear

Mr. Roy Mason, Minister of State, Board of Trade, at the opening of the Sixth Engineering Exhibition at Leeds. Over 100 firms took part in the exhibition which was organized by the Yorkshire Region of the Engineering Industries Association. The Board of Trade had a stand featuring its 'Call Export Intelligence' service, and members of its Leeds office, and from local offices of ECGD, were on hand to advise visitors.

Wedgwood's, a name synonymous internationally with fine tableware, are currently exporting 70 per cent of their production. One of their best selling lines is the Asia pattern, printed in black and gold which is a modern adaptation of the Greek key design, and the Black Basalt coffee set: coffee pot, sugar box and cream jug embody the fine black stoneware developed by Wedgwood's in the 18th century.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to Her Majesty's Stationery Office.*

Duke of Edinburgh visits British automobile show in Los Angeles

A report from the British Consulate-General, Los Angeles

DURING HIS STAY in Los Angeles from March 13-15, HRH the Duke of Edinburgh proved once again that British trade and industry could wish for no better ambassador. The commercial highlight of his visit was a British Car and Motorcycle Show organized in his honour by the British Automobile Manufacturers' Association in the Pavilion Building of the Century City Shopping Mall. He wa greeted by HM Consul-General in Los Angeles, Lord Watkinson, chairman of the Committee for Exports to the United States, and several BAMA representatives, who escorted him around displays arranged by Aston Martin, British Motor Corporation, English Ford, Jaguar, Leyland-Triumph, Lotus, Rolls Royce, Rover and Sunbeam distributors. Saloons, station wagons, sports cars and a Landrover were all there. The Duke of Edinburgh also saw a fine display of some of the BSA, Triumph, Matchless and Norton motorcycle models, which have been responsible for the high level of British motorcycle exports to the West Coast.

A focal point of interest to sports cars and motorcycle racing enthusiasts was the display of special exhibits at the show entrance. There was a Triumph sports car, which won the National Championship of the Sports Car Club of America, a Sunbeam Tiger sports car, which holds the World Championship in its class for dragstrip racing, and a Triumph, which holds the world's motorcycle speed record. Other special exhibits included: a 2+2 Jaguar,Mini-Cooper S, MGB Roadster, MG Midget Competition, Spitfire, and a Triumph motorcycle engine.

Inside the building, the cars were seen to good advantage in a garden setting created by scenic artists from 20th Century Fox with the help of film studio 'props'. Tea and coffee and small eats were served during the show, and so added to the general atmosphere of a Royal Garden Party.

Walking around the cars, the Duke of Edinburgh exchanged words with many of the 200 British car dealers and distributors from all over Southern California, who had assembled for the occasion. The highlight of the show came when the Duke presented signed citations to the outstanding dealer or distributor for individual makes of car. Attracted to the show by the presence of the Royal visitor came numbers of press and trade magazine representatives and photographers, who were never far from his side.

British car distributors and dealers were delighted with the press publicity that resulted. The show helped to focus attention on California as being the world's most important market for British car and motorcycle manufacturers. The presence of the Duke of Edinburgh gave recognition to the hard work put in by distributors and dealers in promoting British car sales. In 1965 British firms exported over 15,000 cars to California with an approximate value of over $22 million. Of the 10 leading imported makes sold in California in 1965, five were British: BMC, Triumph, Rootes, Jaguar and English Ford. At the same time, however, there is certainly no room for complacency in the face of powerful competition from Germany and Japan. All the distributors and dealers were very conscious of the tremendous efforts that will be needed to maintain and increase our foothold in the market. This can only be done by supplying mechanically reliable, well-designed, cars and motorcycles, backed by first class spare parts and after sales service.

BNEC to give financial assistance to exporters

FINANCIAL ASSISTANCE of up to £250 per month for air fares and hotel expenses would be paid by the British National Export Council to United Kingdom firms exhibiting at a proposed Display Centre in Lagos said Mr. P. J. Galbraith in London on March 23. Mr. Galbraith, an executive of the United Africa Company Limited, was speaking on behalf of the BNEC Committee for Exports to Africa at a meeting of the CBI Central London Export Club.

He said the committee aimed to set up a Display Centre for a wide range of British goods in Lagos by September this year. The Display Centre would continue in existence for six to 12 months, and depending upon its success, this period could be extended. The centre would be made available to trade associations and selected firms for maximum periods of one month and a minimum of two weeks. The intention would be to allow one association -or firm to occupy the centre exclusively for a given period. A full-time BNEC representative would be in charge of the centre, and a representative of the firm or trade association using the centre would be on the spot for the period of the display.

Mr. Galbralth said that charges for the use of the display space would be £150 a month or £50 a week for those using it for less than one month. These charges he described as nominal in view of the high rents prevailing in Lagos at the present time. The Display Centre would need approximately 1,500 sq. ft. of accommodation. The British Trade Commissioner in Lagos has offered his full support to the project. The Central Office of Information had promised to assist whereever possible with local publicity.

Entry to the Display Centre would be by invitation. The people that the committee wanted to reach were actual and potential importers of British goods. Students from universities and technical colleges with an interest in technical goods would also be invited.

Further information can be obtained from the secretary, BNEC Committee for Exports to Africa, 27-28 Northumberland Avenue, London, W.C.2. Tel Whitehall 3121, Ext. 26.

British Fortnight at St. John's, Newfoundland

A BRITISH FORTNIGHT is to be held at St. John's, Newfoundland, from September 29 to October 8 and the major St. John's retail stores, taking part are shown below.

Most of the retail stores involved in this promotion already handle a wide variety of British products, and they have all agreed to purchase substantial additional stocks of British merchandise for the occasion. It is hoped that this will lead to increased British trade in St. John's on a continuing basis, and British manufacturers, not already selling to the stores listed, are invited to contact their representatives or the London buying offices where shown and provide details of their products with a view to orders being placed in good time for the British Fortnight.

Copies of initial correspondence should be sent to the British Government Office, 5425 Spring Garden Road, Halifax, Nova Scotia.

Firm	Type of Store	Name of Contact	Buying Office in Britain
Ayre's Limited, Water Street (PO Box 70)	Departmental . . .	Mr. S. Ayres, director . .	—
Bowring Brothers Ltd., Water Street (PO Box 4100)	Departmental . . .	Mr. D. C. McKay, director .	Owen Owen Ltd., 103 Kingsway, London, W.C.2
London, New York & Paris Association of Fashions Ltd., 177-183 Water Street	Departmental . . .	Mr. Richard Price, managing director	J. Ewing & Co., Finsbury Court, Finsbury Pave-London, E.C.2
Royal Stores Limited, Water Street	Departmental . . .	Mr. C. Macpherson, retail sales manager	—
F. W. Woolworth & Co. Ltd., Water Street		Mr. George Mitchell, manager	—
Parker & Monroe Ltd., 361-363 Water Street	Men's, Women's and children's footwear	Mr. J. Parker, director. .	—
I. F. Perlin & Co. Ltd., Job Street	Women's and children s clothing, handbags, gloves and similar accessories (not footwear)	Mr. John C. Perlin, President	—
The Big 6 Limited, 339 Water Street	Women's and children's clothing, fabrics, haberdashery	Mr. B. Devine, director .	—

Sir Roderick Barclay (second right), British Ambassador in Belgium, accompanied by Lady Barclay, visiting the Brussels Garden Show. Photo – A. Carlier

British livestock in demand at Verona Fair

A report by the Commercial Section, British Consulate-General, Milan.

THE VERONA FAIR is the most important event in the Italian Agricultural calendar. It is held in March every year in the city's large and well organized fairground and it attracts farmers from every province of Italy who arrive in cut-rate bus loads day by day and take a keen and expert interest in everything, especially the livestock. About 800,000 people visited the Fair this year.

Because of this large specialist public the Fair also attracts commercial exporters and official exhibits from many countries, and half-a-dozen of the principal agricultural countries of Europe have large permanent pavilions while others have smaller ones or fairly substantial exhibits.

This year for the first time for many years there was official British participation in the form of an information office organized by the Livestock Export Council with the support of the Board of Trade. It was attractively designed by the Central Office of Information, and being well sited near the cattle lines of the Fair it received a steady stream of inquiries throughout the Fair. The information office was manned by the Secretary of the Livestock Export Council and by representatives of the British Friesian, Aberdeen Angus and Galloway Breed Societies. In addition numerous other breed societies, both cattle and sheep, sent literature for distribution as did the Ulster Marketing Boards for seed potatoes and herbage seed. Two British shippers, Lineage Overseas Livestock and British Livestock Exports, had cattle on show at the Fair, and these aroused quite exceptional interest.

There is now a strong demand in Italy for good breeding stock, and in the opinion of the experts Italy is wide open for imports of cattle from Britain. This is particularly true at present because of the serious outbreak of foot and mouth disease affecting certain supplying countries in Europe. Friesians seem to be particularly favoured in Italy, and orders were forthcoming for several hundred.

However, in view of the growing demand for beef there is also increasing interest in the prospects for 'ranch' cattle farming in the marginal hill country of Central and Southern Italy. Aberdeen Angus cattle and Galloways have already been bought from Britain by a leading Italian experimental farm which is developing this type of breed production.

After two years of good harvests and in face of a continuing migration of labour from the country to the towns, Italian farmers are also on the look out for good agricultural equipment. In this field there were goods on display from about 30 British firms, who were represented by agents or subsidiary companies, and in most cases orders reflected the generally improving trend of Italian business.

Sir John Ward, the British Ambassador, accompanied by Mr. C. F. Pennison, the United Kingdom Agricultural Attache, came to the Fair on March 18. They visited the British Information Office and the British cattle stalls and made a long tour of many of the other British exhibits. Sig. Moro, the Italian Prime Minister, also called at the British Information Office in the course of an impromptu visit on the last day of the Fair.

This year's Verona Fair was a particularly vigorous and successful one, and the first experimental participation by the Livestock Export Council was also an undoubted success. The Council is expected to return on a larger scale next year. Italy is now a promising market for British exporters of agricultural machinery and livestock, and there is no doubt that the Verona Fair offers an excellent introduction to this market.

Foire de Lyons—Precursor of British Week

THE 48th International Lyons Fair was officially inaugurated on March 28 by M. Georges Pompidou the French Prime Minister. In spite of bad weather the Foire presented a cheerful picture in its magnificent setting sandwiched between the pine trees of the Parc de la Tete d'Or (Golden Head) with its famous rose gardens, and the full spate of the River Rhone. A large outdoor civil engineering section with its display of cranes and heavy movers provides a splash of red, orange and yellow. Other special sections of the fair are devoted to toys, hardware, office machinery, garden furniture, tableware and giftware leather goods etc. and several large foreign sections, of which the largest this year comes from the United Kingdom under Board of Trade sponsorship. The special British effort is in preparation for the British Week to be held in Lyons this October.

At the official banquet in his honour, M. Pompidou welcomed to the fair Lord Brown, Minister of State, Board of Trade, and the Lord Mayor of Birmingham, accompanied by the Mayoress.

M. Pompidou made a point of linking Lord Brown's presence with the forthcoming British Week. He was 'a precursor of the British invasion due next autumn'. The French Government welcomed this invasion: ' A valuable contribution to friendly relations between our two countries.' This is the first time a member of the French Government has publicly supported the British Week in Lyons and is an indication of the growing interest of the French in the Week, at present in active preparation.

Lord Snow opens Electrical Engineers Exhibition

'LIFE WILL GET TOUGHER unless we boost exports,' said Lord Snow, Parliamentary Secretary to the Ministry of Technology, opening the Electrical Engineers Exhibition at Earls Court on March 23. Earlier, Lord Snow had said that the electrical engineering industry in this country was one of the largest of all our manufacturing industries, and in exports was ranked second of all industrial exports. He commented: 'This is good, but it is not so good as it should be. In fact, since 1955 our percentage of world exports in this field have gone down from about 21 per cent to 14 per cent. We ought to read these warnings very carefully without too much complacence. It is perfectly true that the other two leaders – the Americans and the West Germans – have lost a certain part of their share of world exports.

'We have lost rather more. The Japanese and other countries are coming up very fast, and life is going to get tougher and not less so.'

Lord Snow continued: 'It is also of some concern that our imports of electrical engineering manufactures are going up rather steeply – less steeply last year but very steeply indeed in the year 1963-64.

'All these things we have got to think about and act upon. As you know, in some fields of this sort of technology, as in other technologies, we stand as high as anyone in the world. In nuclear engineering we really are, we can say without doubt, no one is better, and that is probably being fairly modest.'

Lord Snow made a plea for less sophisticated equipment. Nearly everything he had seen at the exhibition consisted of things which only really advanced countries could buy. 'I believe there will be a real need for less advanced countries to buy quite simple generating plant – hydro-electrical plant and simple, wind-operated plant. This is something, I suggest, that our industry ought not to neglect – partly because it is modest but good business and partly because it is a responsibility of ours to the poor countries of the world.'

On recruitment to the industry, Lord Snow said that we could not have a prosperous England without having a prosperous electrical engineering industry. We had to get both talented boys and girls coming into it.

Many UK firms at Denmarks first Electronics Fair

A report from the Commercial Department, British Embassy, Copenhagen.

THE INTERNATIONAL Fair for Electronics, automation and instruments, the first ever in Denmark to be devoted exclusively to these products, took place at the Forum exhibition hall, Copenhagen, from February 25 to March 6, 1966.

More than 800 firms from 16 nations were represented and of these 171 were British, mostly showing through their local agents. It was gratifying to see Britain so strongly represented at a fair of this type, illustrating as it did our strength in fields with such tremendous potential for future development, and providing a useful antidote to the Beefeater and Bobby' image of us that still prevails in parts of Scandinavia.

The British equipment on display covered a very wide range of electronics. It included a new instrument for use in the campaign against water pollution, developed in collaboration between the Water Pollution Research Laboratory and the Fresh Water Biological Research Association in England, and an ultra-lightweight-headset developed by S. G. Brown Ltd., of Watford, for the American Mercury and Gemini Space Programmes. An artificial quartz crystal was on display for the first time in Denmark, produced by Standard Telephones and Cables Ltd., by a system which reproduces in three weeks a process

The British Electrical and Allied Manufacturers' Association Information Stand at the Copenhagen International Electronics Fair recently.

that takes nature more than 3 million years. The only working model of a laser in the exhibition was also British. This appeared on the stand of G. & E. Bradley Ltd., of London, whose range of helium-neon gas lasers and giant pulse ruby lasers created great interest.

The British Electrical and Allied Manufacturers Association, with the assistance of the Central Office of Information, the Board of Trade and the Commercial Department of the Embassy, organized and manned an information stand illustrating the many ways in which electronics can be used in industry and the wide range of equipment that British firms can offer in this field. Among the interesting inquiries received at this stand was a request for sources of supply of espionage equipment. The opportunity was also taken by the BEAMA representative to put across to Danish industry the fact that electronics could be just as useful to the small firms, which make up the bulk of Danish industry, as to the giants, and that British firms were well placed to provide this type of equipment.

The Fair was open to the general public, as well as to the trade, and the total attendance was approximately 40,000, including some 300 foreign visitors from 27 countries.

It is proposed to hold a second International Electronics Fair from October 13-22, 1967.

Harris Tweed at Gothenburg Textile Exhibition

FREE SATURDAYS and four weeks summer holidays have given the Swedes new problems to solve: how to spend their leisure time and what to wear? Quite appropriately therefore, Svenska Mässan, the organizers of textile exhibitions in recent years, this year used 'Sport and Leisure Wear' as the theme for their 'Textile 66' exhibition at Gothenburg from March 12 to 20. In recent years they have featured Man-made Fibres (1962) and Household Textiles (1964).

HRH Princess Christiana of Sweden opened the exhibition. 150 exhibitors from 15 countries displayed their garments and fabrics in an area of approximately 90,000 sq. ft. The trend this year appeared to be strongly in favour of man-made fibres and all the leading internationally known brands from the United Kingdom, the United States, Germany, Italy and Japan were prominently displayed. ICI Terylene had chosen this year to support their Scandinavian customers in the manufacturing trades rather than to exhibit in their own name. They had organized a most attractive daily fashion show featuring ready-to-wear sports clothing in Terylene and Crimplene. The daily appearances of a popular television actor at these daily shows helped to make them very successful indeed.

Harris Tweed needs no introduction in Sweden. Every men's outfitter of repute will stock sports wear made from Harris Tweed, but this delightful material is far less known in the ladies' shops. It was most refreshing to see this colourful oasis of natural fibres in a sea of synthetic ones. Seven Stornaway weavers, members of the Harris Tweed Association, showed a great variety of their latest designs and shades on the Joint Venture stand organized by the Association in collaboration with the Board of Trade. The Central Office of Information had designed a most original stand which, although square, had a circular centre piece draped with long lengths of Harris Tweed. The Scottish representatives on the stand met many agents, retailers and garment manufacturers and these contacts will undoubtedly lead to greatly increased business in Sweden. In particular, the Swedes were happily surprised to see that Harris Tweed is now made, not only in the traditional patterns and weights, but also in a very light weight and in numerous bright colours.

UK electrical equipment show in South Africa

THE LARGEST DISPLAY of British electrical equipment to be seen outside the United Kingdom this year is being staged in the British Pavilion at the Republic Festival Show, Johannesburg, from March 19 to April 11. Entitled 'Partners for Progress', the Pavilion is designed to show some of the many ways in which Britain is contributing to electrical development in South Africa. This display has been organized by the British Electrical and Allied Manufacturers' Association (BEAMA) in collaboration with the Board of Trade.

Thirty-five firms of BEAMA are taking part and their exhibits include a model of a mobile power station capable of generating electricity for a town of 10,000 people, fuel cells, flexible heating panels, radio frequency generators, modern compact motors and many other examples from the immense variety of industrial electrical equipment and apparatus made in Britain. Of special interest to South Africa visitors are the fans and air pre-heaters of the kind supplied to the Grootvlei power station, Transvaal, which opens in 1969, and models of the turbo generators and other equipment being installed at the Camden power station, Transvaal.

The domestic appliances on show include a selection of kitchen equipment, electric blankets and radiators, hair dryers, fluorescent lamps and light fittings. An all electric kitchen specially constructed to show how modern appliances can make life easier for the housewife is a feature of the Pavilion. Models of locomotives are displayed together with a large working model railway layout. A centrepiece of spheres contains models showing recent developments in the generation of electricity from a variety of power sources.

In previous years this event was known as the Rand Easter Show and was originally an agricultural fair. It attracts over threequarter million visitors and is the most important annual exhibition in Africa. The British Pavilion was built for the 1959 event and contains about 5,000 sq. ft. of exhibition space. Each year a different British industry is invited by the Board of Trade to occupy the Pavilion. The interior decor and construction are planned by the Exhibition Division of the Central Office of Information.

South Africa is the largest single market for British electrical equipment. In 1965 exports rose 25 per cent to reach £26·4 million compared with £21·1 million for the year of 1964.

Canadian store buyer to visit Britain

THE BOARD OF TRADE have been advised that Mr. Fee, a buyer from the Hudson's Bay Company which will be holding a promotion this year, featuring British goods, will be visiting Britain during the beginning of April. Manufacturers and exporters wishing to meet Mr. Fee should contact the London Buying House which is Associated Merchandising Corporation, 62-64 Brook Street, London, W.1. (Tel. Mayfair 5266).

HUDSON'S BAY COMPANY
VANCOUVER, B.C.

Dates of promotion: May 12-21.

Name of buyer	Merchandise sought
Mr. Paul Fee	Jewellery, silver, watches, handbags and small leather goods.

Mr. D. J. R. Hack (left), Acting Counsellor, British High Commission, Melbourne, and Mr. H. W. Woodruff (centre), Counsellor Commercial, British High Commission, Australia, admiring British pottery at the Third International Trade Fair in Melbourne.

Joint venture by exporters at Stuttgart

A joint venture, with the support of the Board of Trade, is being organized by seven members of the Surgical Instrument, Equipment & Appliance Export Group INTERHOSPITAL, the 4th International Hospital Exhibition, which is taking place in Stuttgart, Germany from 11-14 May this year. The firms taking part are:—

Seton Products Ltd.
Wm. Warne & Co. Ltd.
H. G. East & Co. Ltd.
Eschmann Bros. & Walsh Ltd.
Chas. F. Thackray Ltd.
Portland Plastics Ltd.
Smith's Medical Equipment Co. Ltd.

All the 40,000 sq. metres of space available were booked before the closing date for application including the reservation of a complete hall by the American government.

Everything to build and equip a hospital from roofing to flooring, instruments to bandages, disinfectant to lights and lifts will be shown by leading firms from Austria, Belgium, Denmark, France, the Federal Republic of Germany, Great Britain, Holland, Italy, Norway, Sweden and Switzerland.

Hungarian Medical Exhibition in London

A HUNGARIAN Medical Exhibition in the Vickers Ltd., Medical Showrooms at Edgware Road, London, was officially opened by HE Jeno Incze, Hungarian Ambassador to Great Britain, on March 28. The exhibition, open until April 1, shows techniques, apparatus and products against the background of the Hungarian Health Service. The arrangements reciprocate a visit paid to the Institute of Medical Instruments (Ministry of Health), Budapest. last November by Vickers Ltd., Medical Division.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of the Confederation of British Industry which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 *Tothill Street, London, S.W.*1. (*Tel. Abbey* 6376.)

Changes in the Programme of United Kingdom Trade Fairs and Exhibitions and Overseas Trade Promotions (published on March 4, 1966)

The next full supplement will be published on July 1; and the next monthly list of amendments on May 6.

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE – SECTION I.

Further details about an event may be obtained from the officer named (Tel. Abbey 7877). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Miss J. H. Quested, Ext. 3069).

WESTERN EUROPE – 1966

Delete:

BREMERHAVEN: MINOR BRITISH WEEK – delete.

GOTHENBURG: ORTHOPAEDIC SURGERY CONFERENCE AND EXHIBITION – June 1966.

STOCKHOLM: ST. ERIKS FAIR – August 31-September 11, 1966.

Amendments:

STUTTGART: INTERNATIONAL HOSPITAL EXHIBITION – May 11-14, 1966.

This entry should be amended to read:

A joint venture with the Surgical Instrument, Equipment and Appliance Export Group (7 Firms).
(Mr. N. R. Sommers, Ext. 3559).

SANTAREM: RIBATEJO AGRICULTURAL FAIR – June 5-19, 1966.

Information stands manned by representatives of the Hereford Herd Book Society, the British Friesian Cattle Society and the Border Leicester Sheep Society. Livestock will be shown adjacent to the stands.
(Miss M. S. Jones, Ext. 2788).

DUSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – October 23-27, 1966.

The proposed joint venture with the Leicester and County Chamber of Commerce is at this event and not at the event from 15-18 September, 1966 as previously shown.

Additions:

HALSINGBORG (SWEDEN): SCOTTISH WEEK – April 15-21, 1966.

A display of Scottish goods will be staged under the auspices of the Kullagaten Street Association.
(Mr. P. S. E. Hooper, Ext. 2755).

AMSTERDAM AND THE REST OF THE NETHERLANDS: 'EUROPEAN WEEK' BY N. V. SPAR CENTRALE – May 9-15, 1966.

A promotion of European goods will be mounted in about 1,500 shops throughout the country. Each shop will contain a section devoted exclusively to British goods.
(Mr. P. S. E. Hooper, Ext. 2755).

LYON: DISPLAY BY BRITISH FURNITURE MANUFACTURERS' FEDERATED ASSOCIATION – June 6-17, 1966.

A joint venture with the British Furniture Manufacturers' Federated Association. Firms interested in participating should contact the Association.
(Mr. R. J. Ager, Ext. 2783).

NAPLES: HOMES, FURNISHINGS AND CLOTHING EXHIBITION FIERA DELLA CASA – June 18-July 13, 1966.

Information stand manned by representatives of British Consulate-General, Naples.
(Mrs. J. E. Buckley, Ext. 2782).

BARI: INTERNATIONAL LEVANT FAIR – September 7-20, 1966.

Information stand manned by representatives of British Consulate, Bari.
(Mrs. J. E. Buckley, Ext. 2782).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 9-11, 1966.

Possible joint ventures with: (1) Federation of British Horticultural Exporters; (2) British Art Metal Export Group; (3) Other appropriate trade associations. Firms interested in participation should contact their trade associations.
(Mr. J. A. Swinton, Ext. 2777).

HELSINKI: STORE PROMOTION BY OY STOCKMANN AB – September 16-23, 1966.

Preliminary notice has been received about this promotion at the largest retail store in Finland.
(Mr. P. S. E. Hooper, Ext. 2755).

MUNICH: INTERNATIONAL EXHIBITION OF PROVISIONS AND FINE FOODS (IKOFA) – September 17-25, 1966.

A possible joint venture with the Food Manufacturers' Federation Incorporated. Firms interested in participation should contact the Federation.
(Mr. N. R. Sommers, Ext. 3559).

STOCKHOLM: THE IDEAL KITCHEN EXHIBITION 'IDEKOK 66' – October 7-17, 1966.

The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their association.
(Miss M. S. Jones, Ext. 2788).

FLORENCE: BRITISH SHOPPING WEEK – October 8-16, 1966.

As a follow-up to the British Week in Milan, the Traders' Association in Florence has proposed the holding of a British Shopping Week in that city. The Week would cover the whole of the central shopping area and it is expected that between 300-500 shops will participate. The area includes branches of two chain stores and it is intended to bring into the scope of the Week five supermarkets on the outskirts of the city. The full range of British consumer goods will be on sale in the shops.

A number of supporting events will be arranged which will probably include a visit by a British band, the attendance of British policemen, a British bus and a British restaurant and pub. Some sporting events will probably be arranged locally.

A survey of the shops in the area is now being undertaken. This will provide information about the British firms whose products are already on sale in the shops and those new British products which the shopkeepers are interested in putting on sale. The Board of Trade will be passing onto British industry the results of the survey.
(Mr. P. S. E. Hooper, Ext. 2755).

LILLE: 'AU PRINTEMPS' – October 10-22, 1966.

This is the most important departmental store in Northern France. 500 sq. m. of space will be given over to the sale of British goods, in addition to which there will be extra space on the ground floor for a display of British foodstuffs and drinks. A modest amount of buying will be done and the Board of Trade will be supplying display material.
(G. F. Snell, Ext. 2764).

UTRECHT: INTERNATIONAL PLASTICS FAIR (MACROPLASTIC) – October 19-26, 1966.

A joint venture with the London Chamber of Commerce.
(Mr. R. J. Ager, Ext. 2783).

MUNICH: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASUREMENT AND PRODUCTION EQUIPMENT (ELECTRONICA) – October 20-26, 1966.

Joint venture with London Chamber of Commerce; interested firms should contact the Chamber.
(Mr. P. G. Evans, Ext. 2778).

COPENHAGEN: INTERNATIONAL TRADE FAIR – October 21-30, 1966.

The Board of Trade will be considering joint ventures with the appropriate trade associations in the consumer goods field. Firms interested in participation should contact their associations.
(Miss M. S. Jones, Ext. 2788).

UTRECHT: PARKS AND GARDENS EXHIBITION – November 8-12, 1966.

A joint venture with the Federation of Britisn Horticultural Exporters.
(Mr. R. J. Ager, Ext. 2783).

PARIS: 'INNO-FRANCE' STORE PROMOTION – November 1966.

This company, who are one of the most important groups of food retailers in France, intend holding a promotion of British foodstuffs and Scotch Whisky in their four Parisian stores and Mulhouse and Strasboug stores during the first week in November. A substantial number of purchases are likely to be made and the Board of Trade will be supplying display material and assisting in obtaining certain special features.
(G. F. Snell, Ext. 2763).

Amendments – 1967:

BRUSSELS: BRITISH WEEK – September 29-October 7, 1967.

The address of the British Week Office is 131 Rue du Commerce, Brussels, 4, Belgium. The Director of this office is Mr. S. John Peskett, OBE. Telephone Brussels 12.18.57 or 12.19.46; Telex 2026-222703.
(Mr. P. K. Guenebault, Ext. 3449).

Additions – 1967:

BERLIN: INTERNATIONAL GREEN WEEK – January 27-February 5, 1967.

The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations immediately.
(Mr. J. A. Swinton, Ext. 2777).

HANOVER: HANOVER FAIR – April 29-May 7, 1967.

The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations immediately.
(Mr. N. R. Sommers Ext. 3559).

GOTHENBURG: INTERNATIONAL EXHIBITION FOR MEDICAL CARE AND HEALTH – September 28-October 5, 1967.

The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss M. S. Jones, Ext, 2788).

EASTERN EUROPE – 1966

Addition:

MOSCOW: AGRICULTURAL MACHINERY AND EQUIPMENT EXHIBITION – May 16-29, 1966.

A joint venture with the National Farmers Union.
(Mr. J. M. Stuart, Ext. 2785).

CANADA – 1966

Addition:

ST. JOHN'S, NEWFOUNDLAND: LINKED STORES PROMOTION – September 29-October 8, 1966.

This promotion will feature British consumer goods and eight major retail stores in the Water Street area of St. John's will be participating.
(Mr. R. A. Hillier, Ext. 2177).

Amendment:

VANCOUVER: HUDSON'S BAY CO., STORE PROMOTION – May 12-21, 1966.

This store is one of the largest in Vancouver with seven floors and 90,000 square feet of merchandising space. The theme of the promotion will be 'Britain Today' and the

store are keen to feature modern, well-designed products.

The London Buying House representing this store is Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. MAYfair 5266).
(Mr. R. A. Hillier, Ext. 2177).

UNITED STATES – 1966

Amendments:

CITY STORES GROUP – Autumn 1966.

Several department stores in this group will be staging promotions this autumn in which British goods will be featured as well as those of other countries.

The stores concerned are:

WASHINGTON – LANSBURGH'S – September 10-24, 1966.

NEW ORLEANS – MAISON BLANCHE CO. – September 18-October 1, 1966.

MEMPHIS – LOWENSTEIN & BROS. INC. – October 2-15, 1966.

BIRMINGHAM – LOVEMAN, JOSEPH & LOEB – October 9-22, 1966.

PHILADELPHIA – LIT BROS. – October 17-29, 1966.

LOUISEVILLE – KAUFMAN STORES – October 24-November 5, 1966.

MIAMI – RICHARD'S – November 2-12, 1966.

The London Buying House representing the City Stores Group is Metasco Inc., 167 Oxford Street, London, W.1. (Tel. GERrard 3301).
(Mr. R. A. Hillier, Ext. 2177).

CHICAGO: CARSON, PIRIE, SCOTT & CO. STORE PROMOTION.

This promotion will feature consumer goods from Britain and Ulster and will take place from September 19-30, 1966.

The London Buying House representing this store is Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. MAYfair 5266).
(Mr. R. A. Hillier, Ext. 2177).

BALTIMORE: HOCHSCHILD KOHN & CO. STORE PROMOTION.

This promotion will feature consumer goods from Britain and will take place from September 26-October 8, 1966.

The London Buying House representing this store is Frederick Atkins International Ltd., 72 Bond Street, London, W.1. (Tel. MAYfair 9806).
(Mr. R. A. Hillier, Ext. 2177).

Addition:

NEW YORK: FANCY FOOD FAIR – August 14-17, 1966.

A joint venture with the Cake and Biscuit Alliance (10 firms).
(Mr. J. M. Stuart, Ext. 2785).

NEW ZEALAND – 1967

Addition:

WELLINGTON: INTERNATIONAL TRADE FAIR – August 17-September 2.

The Board of Trade and the Committee for Exports to New Zealand are examining the prospects for a 'British Court' or pavilion terms at this event.
(Mr. P. Bailey, Ext. 2781).

AFRICA

Additions:

TRIPOLI (LIBYA): INTERNATIONAL FAIR – February 28-March 20, 1967.

The Board of Trade proposes to organize a British Pavilion at the above event.
(Mr. P. Bailey, Ext. 2781).

JOHANNESBURG: RAND EASTER SHOW, 1967.

The display in the British Pavilion in 1967 will be mounted by the British Pottery Manufacturers' Federation, and possibly the British Glass Manufacturers' Federation.
(Miss M. S. Jones, Ext. 2788).

Amendments and Additions to Classified Lists of EXHIBITIONS AND FAIRS – Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists, and dates, etc. may be subject to alteration.

The Board of Trade Overseas Trade Fairs Directorate, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1 (Tel. Abbey 7877, Ext. 3557, Germany; Ext. 2782, Luxembourg, Italy, Austria, Switzerland; Ext. 2783, Belgium, Netherlands, France; Ext. 3558, East Europe, Western Hemisphere; Ext. 2788, Scandinavia and the rest of the world) (Ext. 3008, United Kingdom) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Information can also be provided about other events which, owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

EUROPEAN TRADE FAIRS AND EXHIBITIONS – Section II

Amendments – 1966:

UTRECHT: The Board of Trade have been informed that the Summer Trade Fair for Travel and Leather Goods will now take place from June 6-10, 1966, and not on the dates shown in previous issues of the *Board of Trade Journal*.

MESSINA: The Board of Trade have been informed that the International Trade Fair will take place from August 7-21, 1966.

IZMIR: The Board of Trade have been informed that the United Kingdom agent for the International Trade Fair, August 20-September 20 is – Brigadier R. Bethel, London Liasion Officer of the British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4. (Tel. City 4444).

ESSEN: The Board of Trade have been informed that the agents for the International Caravan Exhibition – October 5-9, 1966, are now Gemeinnützige Ausstellungs G.m.b.H., Norbertstrasse 2, 43 Essen.

BERLIN: The Board of Trade have been informed that the address for inquiries for the German Industries Exhibition – October 5-16, 1966, and the German Restaurant and Catering Exhibition – November 4-13,1966, has been changed to Berliner, Ausstellungen, Messedamm 22, 1 Berlin 19.

Additions – 1966:

COPENHAGEN: SCANDINAVIAN WOOD AND WOODWORKING MACHINE FAIR – May 9-16

Apply, Universal Fair & Exhibition Service Ltd., Ryvangs Alle 20, Copenhagen Ø.

STUTTGART: INTERNATIONAL HOSPITAL EXHIBITION – May 11-14.

Apply, C.E.S. (Overseas) Ltd., 225c Balham High Road, London, S.W.17. (Tel. Balham 4650).

BRNO: SPRING FAIR OF CONSUMER GOODS – May 28-June 12.

Apply, Rapid Publicity Agency, Ulice 28 Rijna 13, Praha 1, Czechoslovakia.

GOTHENBURG: ORTHOPAEDIC SURGERY CONFERENCE – June 9-11.

Apply, Orthopaedic Surgery Committee, Docent Edshage, Extremitets, Kirurgi Kliniken, Sahlgrenska Hospital, Gothenburg.

MILAN: INTERNATIONAL LEATHER EXHIBITION (MIPEL) – June 11-15.

Apply, Mercato Italiano Della Pelleteria, (MIPEL), Via Leopardi 14, Milan.

MALMO: SWEDISH INTERNATIONAL SAMPLES FAIR – August 12-21.

* Apply, Skanemassen, Masshallarna, Box 19015, Malmo.

BILBAO: INTERNATIONAL SAMPLES FAIR – August 14-29.

Apply, Feria De Muestras Internacional de Bilbao, Tercio de Begona 2, Aportodo 468, Bilbao.

SALONIKA: INTERNATIONAL TRADE FAIR – September 4-25.

* Apply, International Fair of Thessalonika. Salonika.

GOTHENBURG: INTERNATIONAL HOME AND HOUSEHOLD EXHIBITION – (Dagens Hushall) September 10-18.

* Apply, Utatallningen Dagens Hushall, Kopmannans Hus, Vasagatan 52, P.O. Box 3067, Gothenburg 3.

BOLZANO: INTERNATIONAL SAMPLES FAIR – September 16-26.

* Apply, Fiera Campionaria Internationale di Bolzano, c.p. 297, Bolzano.

PLOVDIV: INTERNATIONAL FAIR – September 18-October 2.

Apply, Paneuropean Consultants Ltd., 92 Fleet Street, London, E.C.4. (Tel. Ludgate 0630).

BARCELONA: INTERNATIONAL WATER SUPPLY CONGRESS AND EXHIBITION – October 3-7.

Apply, Leonard Millis, International Water Supply Association, 34 Park Street, London, W.1.

STOCKHOLM: KITCHEN EQUIPMENT EXHIBITION, 'IDEKOK '66' – October 7-17.

Apply, 'IDEKOK' '66 Ostermans Marmorhallar, Box-24024, Stockholm, 24.

BOLOGNA: INTERNATIONAL BUILDING INDUSTRIALISATION EXHIBITION – October 8-16.

* Apply, Secretary, Salone Internazionale del Giocattolo, Via Piatti 4, Milan.

LILLE: HOME COMFORT AND CHILDREN EXHIBITION – October 30-November 13.

Apply, Commissaire Generale, Palais de la Foire, Lille.

Additions – 1967:

PARIS: INTERNATIONAL PLEASURE BOAT EXHIBITION – January 13-23.

* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10, Clifford Street, London, W.1. (Tel. Regent 0511).

MILAN: INTERNATIONAL TOY FAIR – February 4-12.

* Apply, Secretary, Salone Internazionale del Giocattolo, Via Piatti 4, Milan.

PARIS: INTERNATIONAL EXHIBITION OF MEASUREMENT, CONTROL REGULATION AND AUTOMATION (MESUCORA) – April 14-21.

* Apply, Association Mesucora, 40 Rue du Colisee, Paris, 8e.

BERLIN: PHARMACEUTICAL AND MEDICO-TECHNICAL EXHIBITION – May 17-21.

* Apply, Berliner Ausstellungen, Messedamm 22, 1 Berlin 19.

MUNICH: INTERNATIONAL EXHIBITION OF GASTRONOMY AND TOURISM (IGAFA) – September 15-24.

Apply, Verein Ausstellungspark Munchen e.V. Theresienhohe 14, Munich 12.

BERLIN: 70TH GERMAN SOAP FAIR – September 16-19.

† Apply, Berliner Ausstellungen, Messedamm 22, 1 Berlin 19.

Addition – 1968:

COLOGNE: INTERNATIONAL FURNITURE FAIR – January 23-28.

† Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – SECTION III

Additions – 1966:

MONTREAL: NATIONAL FLOOR COVERING EXHIBITION – August 15-19.

Apply, The President, The Floor Covering Club of Montreal, 1600 Berri Street, Montreal.

DAMASCUS: INTERNATIONAL TRADE FAIR – August 25-September 20.
Apply, International Fair of Damascus, 67 Boulevard Baghdad, Damascus.

CHICAGO: 22ND ANNUAL NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – October 3-5.
Apply, National Electronics Conference, Inc., 228 North La Salle Street, Chicago, Illinois 60601.

KUALA LUMPUR: FIRST INTERNATIONAL TRADE EXHIBITION – October 28-November 13.
Apply, International Trade Exhibition Committee, Azam Wong & Co., Chartered Accountant, PO Box 2019, Kuala Lumpur.

Addition – 1967:

MONTREAL: NATIONAL FLOOR COVERING EXHIBITION – August 6-12.
Apply, The President, The Floor Covering Club of Montreal, 1600 Berri Street, Montreal.

UNITED KINGDOM

Additions – 1966:

MANCHESTER: NATIONAL DOMESTIC HEATING AND INSULATION-IN-THE-HOME EXHIBITION – September 13-17. At Free Trade Hall.
* Apply, Clarke & Rhodes Ltd., 274/278, The Corn Exchange, Manchester 4. (Tel. Deansgate 6541/2).

LONDON: FASHION IN FOOTWEAR EXHIBITION – October 2-7. At Washington Hotel, W.1.
* Apply, Industrial and Trade Fairs Ltd., 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: EXPORT SERVICES EXHIBITION – October 10-14. At Olympia.
* Apply, Mack-Brooks Exhibitions Ltd., 96, Hatton Garden, London, E.C.1. (Tel. Holborn 5171).

Additions – 1967:

BRIGHTON: 14TH BRITISH TOY FAIR – January 29-February 2. At the Grand and Metropole Hotel and Corn Exchange.
* Apply, J. A. Glanfield, Esq., British Toy Fairs (International) Ltd., Regent House, 89 Kingsway, London, W.C.2. (Tel. Chancery 9158/9).

LONDON: LEATHERGOODS, LUGGAGE AND HANDBAG FAIR – January 29-February 2. At Mount Royal Hotel, London, W.1.
* Apply, Leathergoods, Luggage and Handbag Fair, 9 St. Thomas Street, London, W.1. (Tel. Hop 1582).

BIRMINGHAM: BIRMINGHAM BOAT AND HOLIDAY SHOW – February 17-March 4. At Bingley Hall.
* Apply, Birmingham Boat Shows Ltd., 167 Garrison Lane, Small Heath, Birmingham 9. (Tel. Victoria (B'ham) 4409).

LONDON: INTERNATIONAL DISPLAY MARKET WEEK – February 20-23. At Royal Garden Hotel, W.8.
* Apply, National Display Equipment Association, 2 Caxton Street, London, S.W.1. (Tel. Abbey 4813/4).

LONDON: THE MEDICAL EXHIBITION – June 5-9. At Olympia.
† Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

LONDON: HOSPITAL EQUIPMENT AND MEDICAL SERVICES EXHIBITION – June 5-9. At Olympia.
† Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

LONDON: INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – September 23-30. At Earls Court.
† Apply, British Cycle and Motor Cycle Industries Association Ltd., Starley House, Eaton Road, Coventry. (Tel. Coventry 27427).

GLASGOW: SCOTTISH MOTOR SHOW – November 10-18. At Kelvin Hall.
† Apply, The Secretary, Scottish Motor Trade Association Ltd., 3 Palmerston Place, Edinburgh 12.

LONDON: ROYAL SMITHFIELD SHOW AND AGRICULTURAL MACHINERY EXHIBITION – December 4-8. At Earls Court.
* Apply, Smithfield Show Joint Committee, Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

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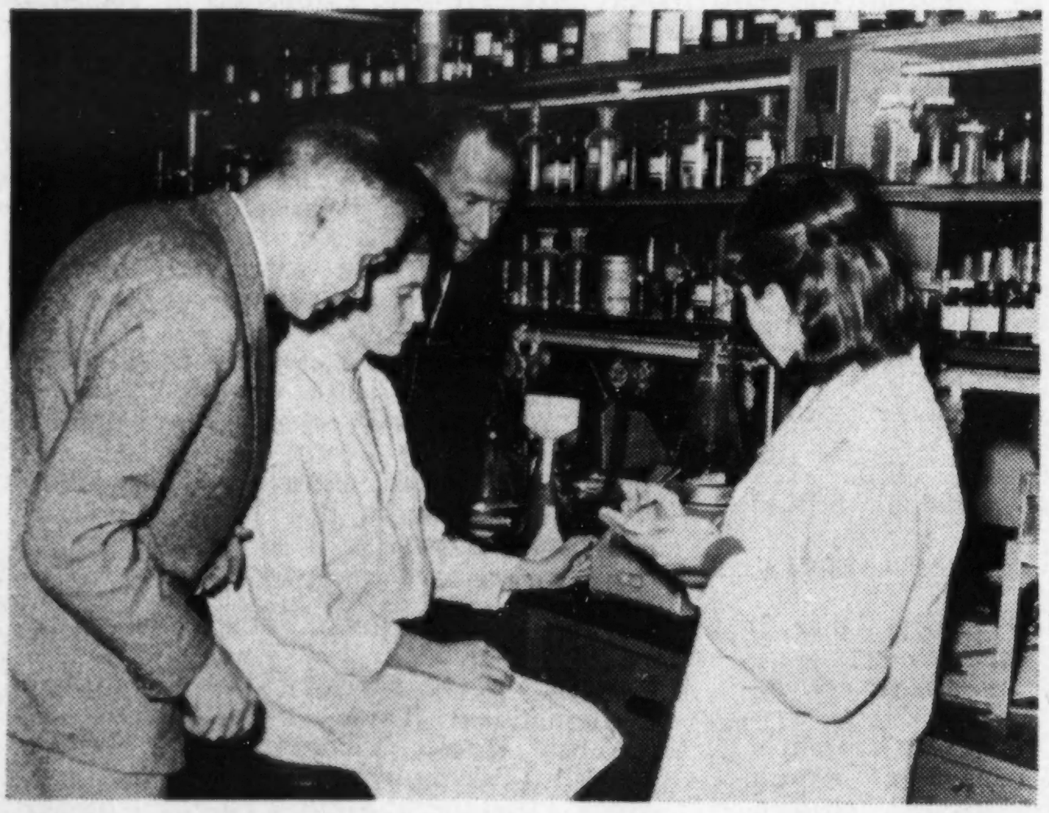
VISITORS FROM RUSSIA AND JORDAN SEE BRITISH INDUSTRY

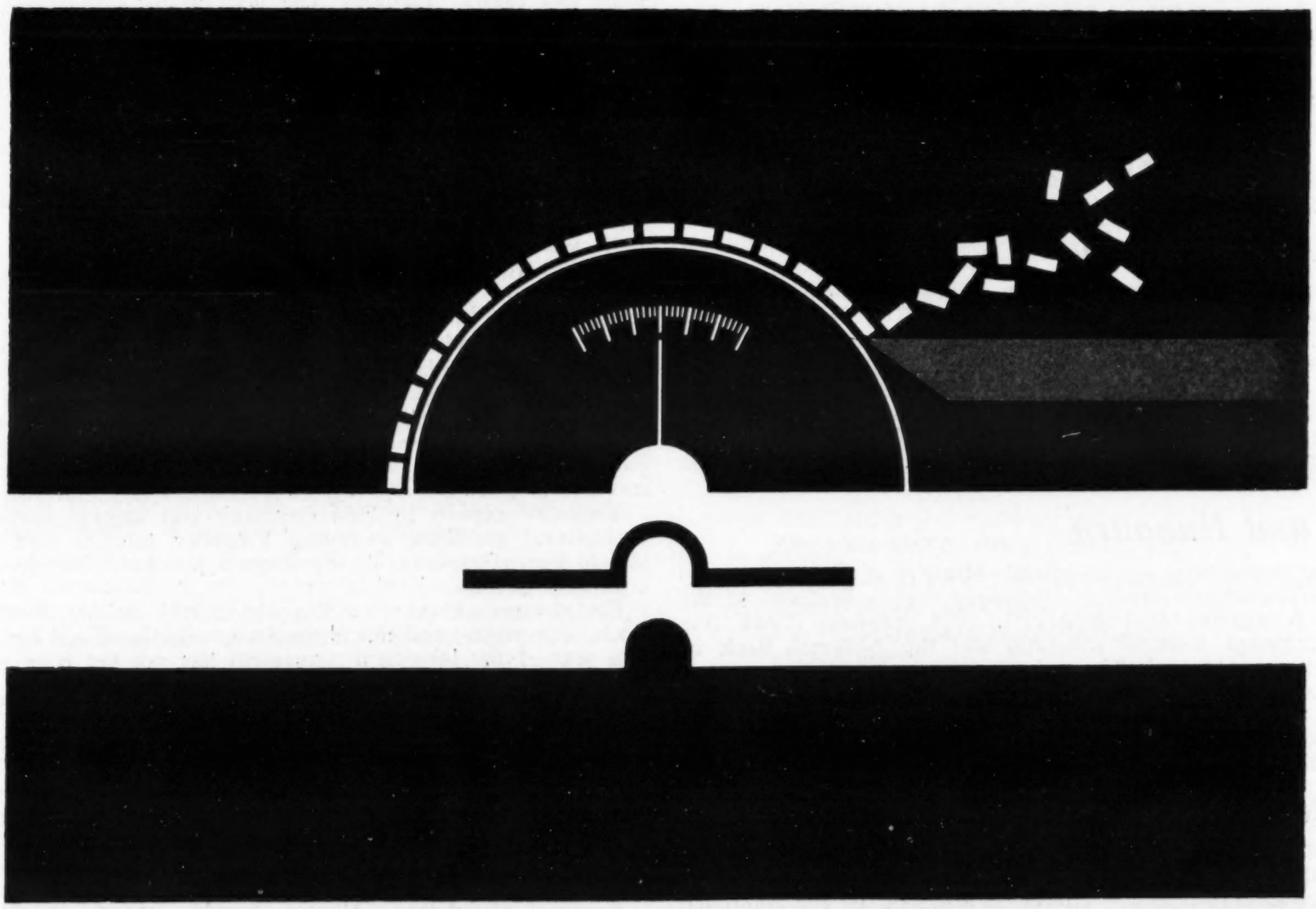


Dr. Igor Torgov (left), head of the Laboratory of the Chemistry of Steroids, Institute of the Chemistry of Natural Products of the Academy of Sciences of the USSR, visited The British Drug Houses Limited recently. In this photograph he watches an oxidation process, with (left to right) research chemist Dr. Renate Coombs, Dr. O. Stephenson (manager of Chemical Research), and Miss Anne Mahoney, a research chemist.

Mr. K. Dajani (left), Chief Controller and Planning Officer of the Jordanian Postal and Telegraph Services, during a recent visit to the Woolwich works of AEI Telecommunications Group. He has an International Telecommunications Union scholarship, and his visit was arranged with the GPO. He is seen here with N. W. Ellis examining a standard Post Office selector rack.

Gauge and Tool and Power Press Exhibition

GRAND HALL OLYMPIA LONDON
2-11 MAY 1966 (9.30 a.m. to 6 p.m.)



Full information from : The Secretary, THE GAUGE & TOOL MAKERS' ASSOCIATION
Standbrook House, 2/5 Old Bond Street, London W.1. Tel : HYDE PARK 3451/2

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom — United States Double Taxation Convention

THE BOARD OF INLAND REVENUE announce that the text of the Protocol to the United Kingdom—United States of America Double Taxation Convention which was signed on March 17 has now been published by Her Majesty's Stationery Office.

United Kingdom — Canada Double Taxation Agreement

THE BOARD OF INLAND REVENUE announce that an Order in Council relating to the Double Taxation Agreement with Canada was made on March 4, 1966, and has been published as Statutory Instrument 1966 No. 227.

Spain and Japan

A NEW Trade Agreement between Spain and Japan was signed in Madrid on February 22. This agreement is in force for one year from January 1, 1966, but may be renewed for a further period.

The Spanish Ministry of Commerce publication *Informacion Comercial Espanola* reports that the benefits of liberalization and globalization have been conceded by the Japanese Government to imports from Spain. In return the Spanish Government will apply the benefits of liberalization and globalization to imports from Japan, with the exception of certain items.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London S.W.1. (Tel. Abbey 7877, Ext. 3476). Please quote reference number CRE 8521/G.

Spain and Bulgaria

IT HAS BEEN announced in the Spanish Ministry of Commerce publication *Informacion Comercial Espanola* that a Protocol to the Payments Agreement of December 2, 1958, between IEME (the Spanish Exchange Control Institute) and the National Bank of Bulgaria was signed on January 31.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3476). Please quote reference number CRE 16693/G.

Spain and Hungary

IT HAS BEEN announced in the Spanish Ministry of Commerce publication *Informacion Comercial Espanola* that a Protocol to the Payments Agreement of February 7, 1958, between IEME (the Spanish Exchange Control Institute) and the National Bank of Hungary was signed on February 9.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3476). Please quote reference number CRE 16502/G.

Tunisia and Greece

THE TUNISIAN *Journal Officiel* of February 18-22, 1966 announced the renewal, for a further year from January 1 of the trade agreement of 1960 between Tunisia and Greece as amended by the additional protocol of January 17, 1966.

Greek exports to Tunisia include tobacco and cigarettes, sulphur, iron and steel products, buses, fruit juices, safety razors and blades and domestic electrical appliances.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E 11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 449 or 450).

Yugoslavia and Hungary

THE YUGOSLAV press reports that a long-term trade agreement between Yugoslavia and Hungary over the five years between 1966 and 1970 was *initialled* in Belgrade on March 5, 1966.

In 1963 Yugoslav exports to Hungary were valued at the sterling equivalent of £4.4 million; this rose to £8.7 million in 1964 and £9.3 million in 1965. Yugoslav imports from Hungary were valued at £9.1 million in 1963, rising to £12.7 million in 1964, and dropping somewhat to £11.1 million in 1965. Thus the trade gap has narrowed, though there is still a balance in Hungary's favour. Under the new agreement it is expected that trade between the two countries will be increased annually by about 10 per cent.

Yugoslav exports to Hungary will include non-ferrous metal products, minerals, products of the wood and paper industry, castings, engineering equipment and certain consumer goods.

Hungarian exports to Yugoslavia will include ferrous metal products, machinery, pharmaceuticals, telecommunications equipment and various consumer goods.

It was also stated that there were possibilities for increasing co-operation in production between the two countries, and that this co-operation would also be developed in the utilization of ports, ships and railway facilities. The text of the long-term agreement has not yet been published, consequently, no other details are available at present.

Yugoslavia and East Germany

IT IS REPORTED that a long-term trade agreement between Yugoslavia and East Germany over the five years between 1966 and 1970 was *signed* in Belgrade on February 25, 1966.

Trade between the two countries has increased considerably over the past three years. Yugoslav exports to East Germany in 1963 amounted to a sterling equivalent of £13.6 million; exports increased in 1964 and 1965 to £22.4 million and £27.4 million respectively. Yugoslav imports from East Germany totalled £16.3 million in 1963, rose steeply to £26·2 million in 1964 and declined somewhat to £22.7 million in 1965. Yugoslavia has thus converted the deficit in her trading with East Germany to a favourable balance in 1965. The new five-year agreement envisages an annual increase in trade between the two countries of about 10 per cent.

Yugoslav exports to East Germany will include industrial and agricultural products, including Yugoslav tobacco and wine, of which East Germany is the largest purchaser at present, and consumer goods.

East German exports to Yugoslavia will include chemical products, equipment and machines, iron, sugar and consumer goods. The text of the long-term agreement has not yet been published, consequently no other details are available at present.

Albania and Yugoslavia

IT WAS RECENTLY announced that a protocol on trade between Albania and Yugoslavia in 1966 was signed in Tirana on February 14.

It was stated that Albania would export to Yugoslavia chromium ore, bitumen and sea salt, together with other commodities, and Yugoslavia would export to Albania chemical products and fertilizers, processed hides, and ferrous metal products. Detailed information is not available. All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 11020G.

Morocco and Algeria

THE MOROCCAN *Bulletin Officiel* of December 29, 1965, announced the signing in Rabat on November 27 of an additional protocol to the trade agreement of November 25, 1964, between Morocco and Algeria. The protocol is valid for one year from November 20, 1965.

Morocco will import *inter alia* from Algeria, according to need, tobacco, chemical products, tyres, goods vehicles, telephonic apparatus and broadcasting and reception apparatus and export similarly vegetables and textiles.

Algerian exports subject to quota upon import into Morocco include tyres, hydraulic cement, guts, crude oil, pharmaceutical products, cotton yarn and pumps. Similar Moroccan exports to Algeria include knitted goods and other clothing, footwear, vegetables, leather and articles of leather, mules and fresh fruit.

All goods listed in the agreement are to be admitted free of duty; goods not so listed continue to attract the full rate.

The French text of the agreement may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-481).

Denmark and Poland

A TRADE AGREEMENT between Denmark and Poland for the period January 1, 1966, to December 31, 1970, was signed in Warsaw on September 3, 1965. Annual protocols to this agreement will be announced covering the mutual trade during each of the years it is in force.

Danish exports to Poland during 1966 subject to quotas will include fish, breeding cattle, ships and equipment, machine tools, medical apparatus and instruments, cement manufacturing machinery, furniture, and leather footwear. Similarly, Polish exports to Denmark subject to quotas will include fresh water fish, fruit and vegetables, confectionery, plastic goods, textiles, footwear, glassware and cutlery.

In addition a large number of commodities outside the quota lists will be exchanged freely between the two countries.

Detailed information is available. Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3463). (Ref. CRE 8028/G).

Poland and Albania

IT WAS ANNOUNCED in the Polish Press on February 17 that an agreement on trade and payments between Poland and Albania has recently been signed in Warsaw.

It is envisaged that Poland will export to Albania machinery and installations for mining, foundry products, chemicals and industrial consumer goods.

In return Albania will export to Poland chrome ore, mineral pitch, asphalt, copper products, raw hides, citrus and other fresh fruits, preserved fruits, walnuts, honey, tobacco and cigarettes.

Detailed information is not available. All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3463), quoting Ref. CRE 5550/G.

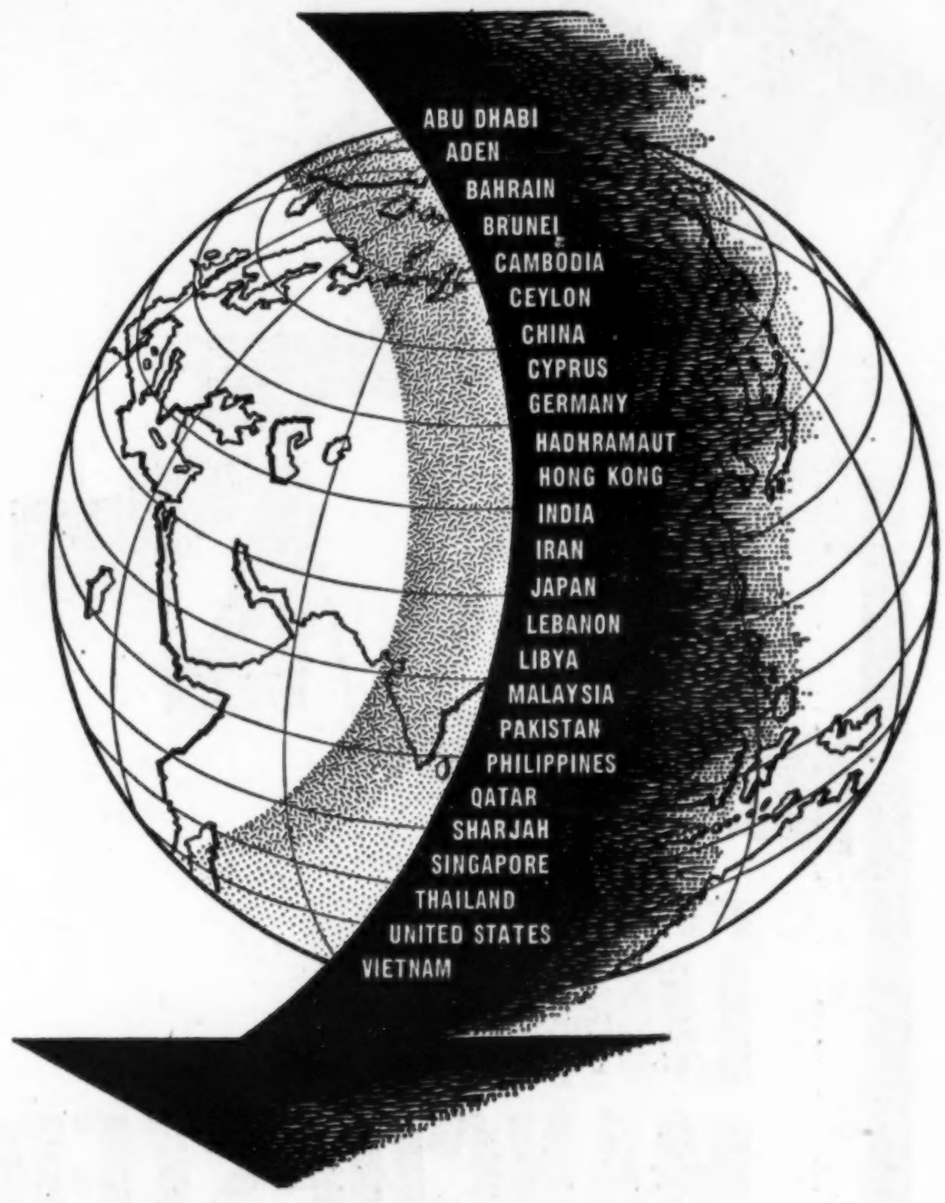
Cyprus and East Germany

A PROTOCOL, signed in Nicosia on February 12, 1966, between the Governments of Cyprus and the German Democratic Republic under the 1964 Trade Agreement, provides for the exchange of goods during the period from January 1, 1966, to December 31, 1966. The Protocol envisages trade between Cyprus and East Germany to the value of £500,000 in each direction.

Cyprus and Bulgaria

UNDER THE 1962 Cyprus-Bulgaria Trade and Payments Agreement, the Governments of Cyprus and Bulgaria signed a Protocol in Nicosia on February 28, 1966. The Protocol envisages trade between Cyprus and Bulgaria to the value of £640,000 in each direction during the period from January 1, 1966, to December 31, 1966.

The best way to these EXPORT MARKETS



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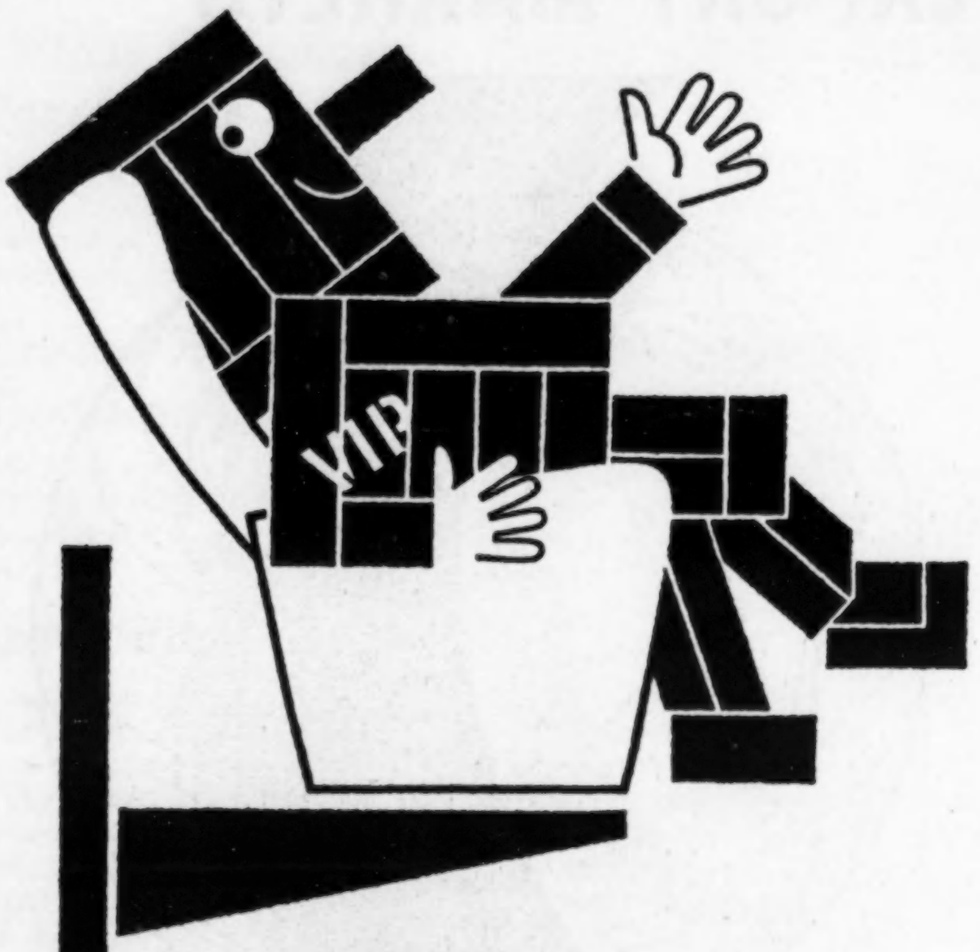

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DUBLIN	109 Grafton Street, Dublin. Tel. 73440
SHANNON	Shannon Airport, County Claire, Limerick 61640

TRAVELLING SHOWROOM

A party of models, together with members of the Police Force, seen at the send-off in London on March 16 for a London Transport double-decker bus which is to become a travelling showroom to promote Burberrys, Vendome and other British Fashion Houses in Germany. On arrival in Hanover the bus will be fitted out as a showroom, complete with a bar and lounge on the top deck, prior to its tour of Germany. The models seen here are wearing some of the garments to be shown in Germany. They include fashions from the new Vendome Spring Collection and (foreground) Burberrys black and white Menzies tartan cape.

Exporting to Spain

A SUPPLEMENT to the Board of Trade *Export Service Bulletin* on the Spanish market for certain consumer goods and durables was published on March 28.

The supplement contains reports of interest to British manufacturers of knitwear, catering equipment, stainless steel products, toilet preparations, sanitaryware, dishwashing machines, toys and games, food preparations, outboard motors and musical instruments.

Extension of the small packets service to certain European countries

THE GENERAL POST OFFICE has announced that, as from April 1 items may be sent by the Small Packets Service to Bulgaria, Italy and the Vatican City State.

INDUSTRIAL FILM CATALOGUE

The 1964-65 *edition of the Central Office of Information industrial catalogue* Films for Industry *contains* 793 *films and* 43 *filmstrips, which are available from Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W.3. Price 4*s. post free.*

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SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
„ (Airport)	Building 66, Renfrew	„
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	Yeadon Airport	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
„ (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ABU DHABI

(61/66) Construction Projects for the Government of Abu Dhabi. Closing date not known. E.S.B. 12228/66.

ARGENTINA

Agua y Energia Electrica:

(60/66) Aerial Mapping. April 25. E.S.B. 12223/66.

(60/66) Transmission Lines. May 9. E.S.B. 12225/66.

(60/66) Radio Link for Argentine Railways, May 31. E.S.B. 12224/66.

(60/66) Coin Blanks for El Banco Central. May 4. E.S.B. 12227/66.

(60/66) Electronic Equipment for Instituto Argentino de Radio-Astronomia. April 25. E.S.B. 12221/66.

(60/66) Airport Construction for Ministerio de Economia. April 15. E.S.B. 12210/66.

AUSTRALIA

Contract Board:

(60/66) De-embrittlement Oven. April 19. E.S.B. 11725/66.*

(60/66) Machine Tool. April 14. E.S.B. 11724/66.*

(57/66) Transmission Lines for Department of Works, Darwin. (Further Information.) Closing date postponed to May 3. E.S.B. 8714/66.*

Electricity Commission of New South Wales:

(60/66) Feedwater Heaters. April 18. E.S.B. 11525/66.*

(61/66) Feedwater Heaters. May 2. E.S.B. 12233/66.*

Electricity Trust of South Australia:

(60/66) Transformers. April 21. E.S.B. 11745/66.

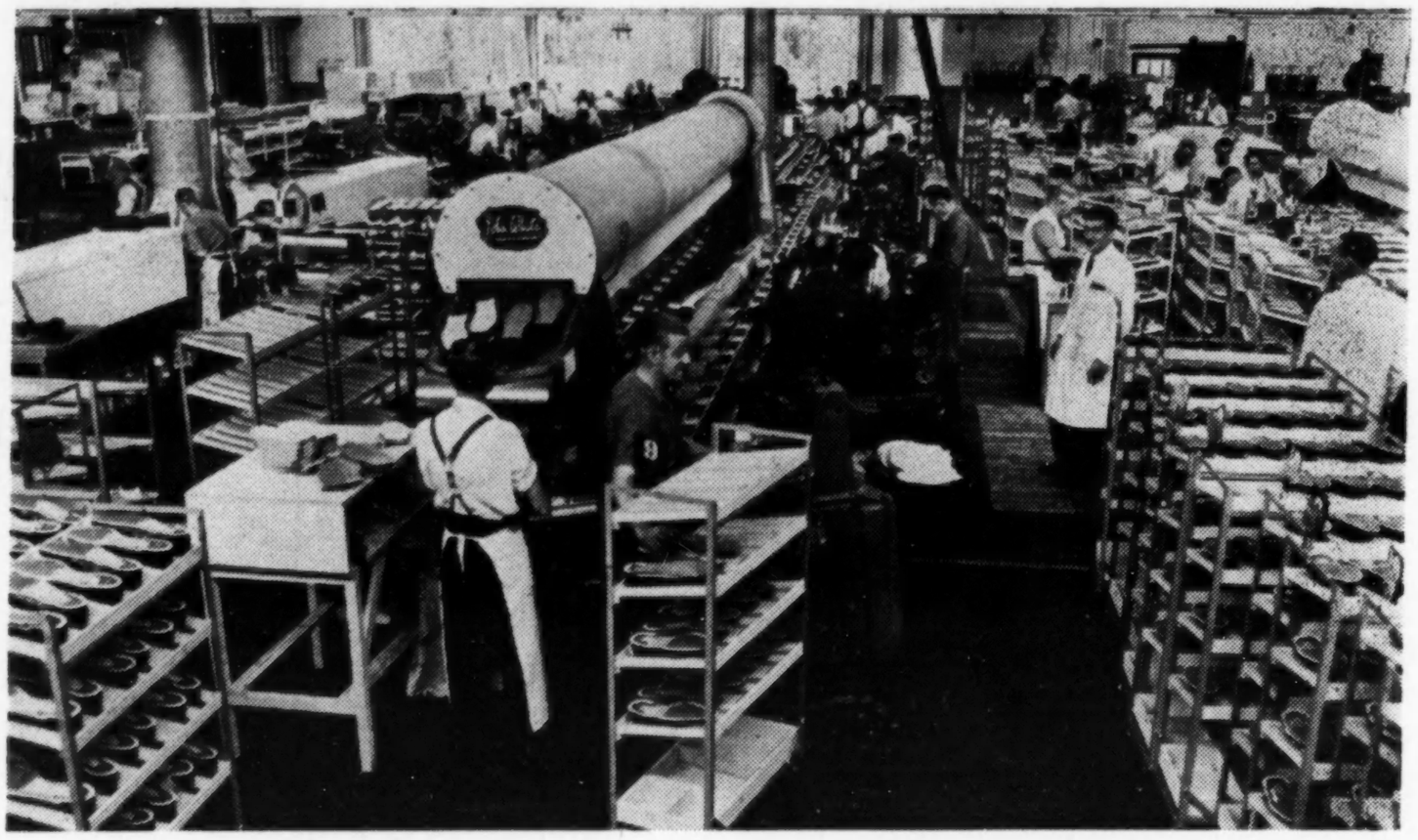
(60/66) Transformers. May 26. E.S.B. 12239/66.

(61/66) Radial Gates for Irrigation and Water Supply Commission. (Preliminary Notice.) Closing date not known. E.S.B. 11738/66.*

Postmaster-General's Department, Melbourne:

(57/66) Hand Tools. April 19. E.S.B. 11526/66.*

(57/66) Uniselector Maintenance Parts. April 26. E.S.B. 11527/66.*



John White Footwear Ltd. of Northants have secured an order worth over £100,000 from Raznoexport, the Soviet Union State buying organization, for 50,000 pairs of men's shoes. Work on the order has already started and the photograph shows some of the shoes on the production line at John White's Rushden factory.

Railways Administrative Offices:

(59/66) Filter Groups. April 20. E.S.B. 11723/66.*

(59/66) Signal Transformers. April 20. E.S.B. 11722/66.*

State Electricity Commission of Victoria:

(59/66) Pumps. April 18. E.S.B. 11727/66.*

(60/66) Circuit Breakers. (Further Information.) Tender documents now available. E.S.B. 11077/66.*

(60/66) Transmission Line Hardware. May 2. E.S.B. 11757/66.

(60/66) Substation Equipment for Sydney County Council. May 26. E.S.B. 11783/66.*

(56/66) Disc Wheels for Victorian Railways. April 13. E.S.B. 11282/66.*

BURMA

(56/66) Textiles; Thread; Rope for Defence Department. April 25. E.S.B. 11230/66.*

(57/66) Boiler Tubes for Myanma Export Import Corporation. April 27. E.S.B. 11553/66.*

CANADA

(60/66) Steelwork for British Columbia Hydro and Power Authority. May 3. E.S.B. 11779/66.

CEYLON

(60/66) GI Sheets for Ceylon Transport Board. (Further Information.) Tender documents now available. E.S.B. 11046/66.*

(58/66) Diesel Locomotives for Ministry of Communications. June 15. E.S.B. 10531/66.

(61/66) Vehicles for Ministry of Defence. April 15. E.S.B. 11782/66.

(61/66) GI Water Tubes for Ministry of Finance. June 21. E.S.B. 12203/66.

(60/66) Fittings and Materials for Furniture and Fishing Boats for National Small Industries Corporation. June 14. E.S.B. 12207/66.

(60/66) Hardware for River Valleys Development Board. April 22. E.S.B. 12204/66.

(60/66) Electrical Equipment for State Engineering Corporation. (Further Information.) Tender documents now available. E.S.B. 11017/66.*

CHILE

(56/66) Radio Communication Equipment for the Linea Aerea Nacional (Lan-Chile.) (Further Information.) E.S.B. 10520/66.*

(60/66) Crane for Empresas Publicas Municipales. June 1. E.S.B. 12222/66.

FORMOSA

Central Trust of China:

(59/66) Roller Bearings. April 19. E.S.B. 11721/66.*

(59/66) Paint Pigment. April 18. E.S.B. 11734/66.*

(59/66) Valves. April 20. E.S.B. 11713/66.*

(59/66) Triethanolamine. April 21. E.S.B. 11720/66.*

(59/66) Ball Bearings. April 19. E.S.B. 11719/66.*

(59/66) Coin Inspecting Machine. April 20. E.S.B. 11718/66.*

(59/66) Balances. April 21. E.S.B. 11717/66.*

(60/66) Tank Sealing Assembly. April 25. E.S.B. 11760/66.*

(60/66) Sodium Cyanide. April 21. E.S.B. 11736/66.*

(60/66) Steel Bars. April 22. E.S.B. 11705/66.*

(60/66) Bearing Cones and Cups. April 18. E.S.B. 11706/66.*

(60/66) Cigarette Tip Paper. April 19. E.S.B. 11735/66.*

(60/66) Oil Mixers. April 26. E.S.B. 11758/66.*

(60/66) Gauges. April 26. E.S.B. 11739/66.*

(61/66) Industrial Sewing Machine. April 21. Tender documents now available. E.S.B. 11761/66.*

(61/66) Water Pulp Accessories. April 22. Tender documents now available. E.S.B. 11763/66.*

GREECE

(59/66) Hand Tools for Ministry of Communications. April 29. E.S.B. 11708/66.*

Ministry of Trade:

(57/66) Vehicles. April 13. E.S.B. 11551/66.*

(57/66) Drilling Rigs. April 22. E.S.B. 11552/66.*

(58/66) Tractors. April 13. E.S.B. 11548/66.*

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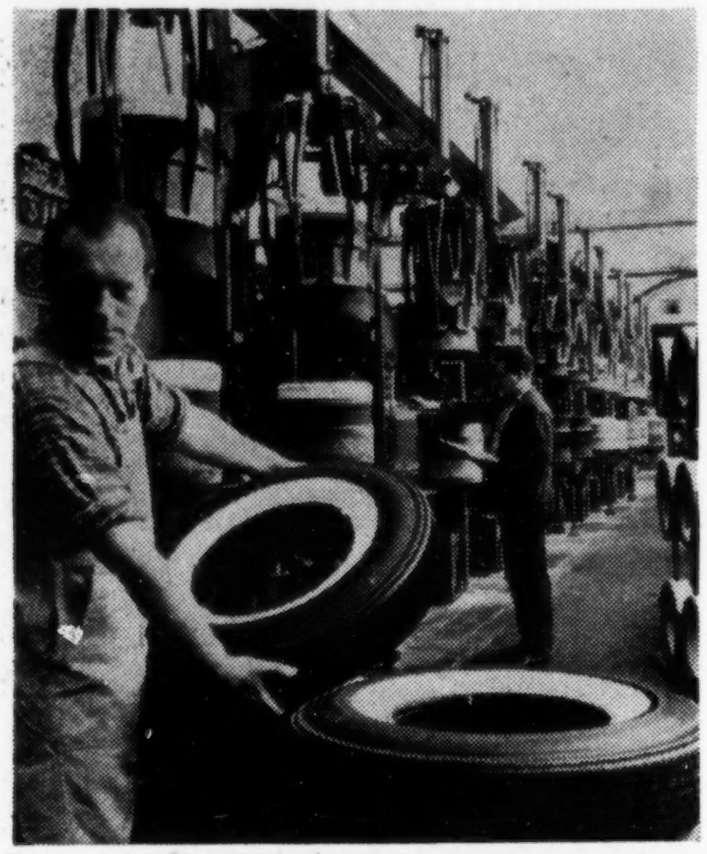


Increasing competition in Western Germany, together with a shortage of skilled labour, is leading to work for British management consultants. In the Phoenix Gummiwerke factory at Hamburg-Harburg, one of the largest tyre producing units in Germany, recruits are crash-trained by Method, Skill and Time study (MST), a new technique developed by PA Management Consultants GmbH, of Frankfurt, the German subsidiary of the British consulting firm. Many of the trainees (shown here) are Portuguese immigrants with virtually no industrial experience.

The trainees become skilled qualified operatives after approximately ten weeks' training, whereas the conventional training course for this type of worker lasts some three times as long. MST also enables the trainee to reach higher production standards than is the case with most types of training.

(58/66) Typographic Machinery. (Further Information.) Closing date is now April 13. Tender repeated in respect of zinc whirler and pneumatic photographic frame. E.S.B. 25982/65.*
(60/66) Protective Clothing. (Further Information.) April 14. E.S.B. 11775/65.*

INDIA

Atomic Energy Establishment, Trombay:
(59/66) Cable. April 15. E.S.B. 11709/66.
(59/66) Induction Motor. April 15. E.S.B. 11710/66.
(57/66) Electrification Project for Bombay Port Trust. (Further Information.) Closing date postponed to May 10. E.S.B. 1437/66.*
(56/66) Electrical Equipment for Calcutta Electric Supply Corporation Ltd. April 23. E.S.B. 11258/66.
(60/66) Copper Plate for Directorate of Supplies and Disposals. (Further Information.) Tender documents now available. E.S.B. 10582/66.*
(56/66) Construction Project for Government of Maharashtra. April 13. E.S.B. 11246/66.
(59/66) Lightning Arresters for Gujarat Electricity Board. April 25. E.S.B. 11746/66.
Kerala State Electricity Board:
(60/66) Deflection Meter and Water Level Recorder. (Further Information.) Tender documents now available. E.S.B. 8534/66.*
(60/66) Dam Construction. June 15. E.S.B. 11751/66.
(60/66) Hydro-Electric Equipment for Madras State Electricity Board. (Further Information.) Tender is open to indigenous offers only. E.S.B. 8523/66.
(57/66) Construction of Spillway for Maharashtra Irrigation and Power Department. May 16. E.S.B. 11531/66.
(58/66) Transformers for Maharashtra State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 10142/66.*
(60/66) Elevators for Nagarjunasagar Dam Project. (Further Information.) April 15. E.S.B. 2970/66.
(57/66) Briquette Making Equipment for Neyveli Lignite Corporation Ltd. April 13. E.S.B. 11544/66.
(60/66) Transformers and Ancilliary Equipment for Punjab State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 7816/66.*

IRAN

Iranian Tobacco Monopoly:
(59/66) Cigarette Paper. June 11. E.S.B. 11739/66.*
(59/66) Boilerhouse Accessories. June 5. E.S.B. 11733/66.*

IRAQ

Central Foreign Purchasing Board:
(59/66) Line Casting Machine. (Further Information.) Tender documents now available. E.S.B. 10483/66.*
(59/66) Plastic Tumblers. (Further Information.) Tender documents now available. E.S.B. 10485/66.*
(59/66) Drugs. (Further Information.) Tender documents now available. E.S.B. 10484/66.*
Iraqi Ports Administration:
(58/66) Motor Cycles. April 14. E.S.B. 11581/66.
(58/66) Telephone Exchange. May 5. E.S.B. 11582/66.
(59/66) Wire. (Further Information.) Tender documents now available. E.S.B. 10478/66.*
Ministry of Communications:
(58/66) Factory Construction. May 8. E.S.B. 11583/66.
(58/66) Crane. April 24. E.S.B. 11584/66.
Ministry of Defence:
(56/66) Radio Set Parts. (Further Information.) E.S.B. 10199/66.*
(56/66) Radio Set Components. (Further Information.) E.S.B. 10200/66.
(56/66) Testing Equipment. (Further Information.) E.S.B. 26419/65.*
(56/66) Chemicals. (Further Information.) E.S.B. 10176/66.*
(56/66) Wires and Cables. (Further Information.) E.S.B. 10193/66.*
(56/66) Charging Set Spares. (Further Information.) E.S.B. 10195/66.*
(56/66) Switchboard Parts. (Further Information.) E.S.B. 10191/66.*
(56/66) Switchboard Parts. (Further Information.) E.S.B. 10192/66.*
(56/66) Radio Spare Parts. (Further Information.) E.S.B. 10298/66.*
(57/66) Radio Components. (Further Information.) E.S.B. 10190/66.*
(57/66) Radio Spare Parts. (Further Information.) E.S.B. 10402/66.*
(57/66) Electronic Tubes. (Further Information.) E.S.B. 10404/66.*
(57/66) Radio Spare Parts. (Further Information.) E.S.B. 10300/66.*
(58/66) Generators. May 7. E.S.B. 11576/66.
(58/66) Raincoats. May 7. E.S.B. 11577/66.
(58/66) Fans. May 10. E.S.B. 11578/66.
(59/66) Cooling Equipment. (Further Information.) Tender documents now available. E.S.B. 10476/66.*
(58/66) Overhead Power Line for Ministry of Municipal and Rural Affairs. June 7. E.S.B. 11580/66.
(58/66) Construction of Multi-Storey Building for Ministry of Oil. (Further Information.) Tender documents and drawings now available. E.S.B. 5401/66.*

JORDAN

(59/66) Fluorescent Tubes for Amman Municipality. April 9. E.S.B. 11702/66.*
(59/66) Transformers; Overhead Line Accessories for Jordanian Electric Power Co. April 18. E.S.B. 11701/65.*
(60/66) Electro-Mechanical Equipment for Jordan River and Tributaries Regional Corporation. (Further Information.) Closing date postponed June 1. E.S.B. 34514/65.

KENYA

East African Railways and Harbours:
(59/66) Bogie Wagons. Apply for documents by April 20. E.S.B. 11565/66.
(59/66) Railway Goods Wagons. Apply for documents before April 20. E.S.B. 11570/66.
(59/66) Railway Wagons. (Further Information.) E.S.B. 11060/66.
(59/66) Railway Wagons. (Further Information.) E.S.B. 11222/66.
(59/66) Railway Wagons. (Further Information.) E.S.B. 11223/66.
(59/66) Petrol Tank Wagons. (Further Information.) E.S.B. 11224/66.

KUWAIT

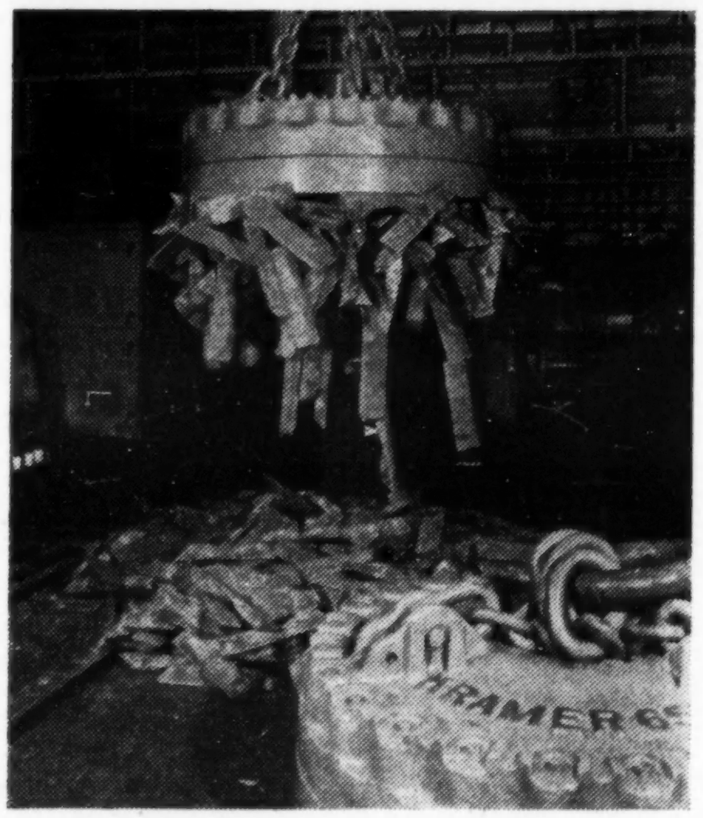
(60/66) Pharmaceuticals for Central Tenders Committee. April 16. E.S.B. 11755/66.
(60/66) Cleaning Materials and Equipment for Ministry of Education. April 26. E.S.B. 11753/66.
(61/66) Air Conditioning Plants for Ministry of Electricity. April 20. E.S.B. 12229/66.*

LEBANON

(59/66) Fork Lift Trucks for La Compagnie de Gestion et d'Exploitation du Port de Beyrouth. (Further Information.) Closing date postponed to April 14. E.S.B. 9536/66.
(60/66) Power Lines Installation for Le Conseil Executif des Grandes Projets. April 13. E.S.B. 11754/66.

LIBYA

(58/66) Transformer for Electricity Corporation of Tripolitania. April 18. E.S.B. 11562/66.
(58/66) Well Digging for Ministry of Agriculture. May 16. E.S.B. 11560/66.
(58/66) Fishing Equipment for Ministry of Industry. April 13. E.S.B. 11558/66
(58/66) Well Digging for Water and Soil Conservation Department. May 16. E.S.B. 11561/66.



A Witton-Kramer 65-inch diameter deep-penetration electric lifting magnet raising 2½ tons of pig iron during lifting tests at the Birmingham works of GEC (Engineering) Limited. The magnet is one of eight recently built by GEC for the Durgapur Steelworks of Hindustan Steel Limited in West Bengal.

MALAYSIA

National Electricity Board:
(57/66) Boilers and Ancillary Plant. July 1. E.S.B. 11522/66.
(57/66) Construction Work (Pre-qualification Information.) April 18. E.S.B. 11521/66.

MALTA

(59/66) Exercise Books for the Treasury, April 20. E.S.B. 11600/66.*

NETHERLANDS

(57/66) Construction of a Lift Lock for Director of Zuiderzee Works. April 27. E.S.B. 11563/66.

NEW ZEALAND

General Post Office:
(56/66) Cotton Waste. April 22. E.S.B. 11511/66.*
(56/66) Cable Terminals. April 19. E.S.B. 11312/66.*
(59/66) Switchboard Wire. April 26. E.S.B. 11716/66.*
(59/66) Locks. April 21. E.S.B. 11714/66.*

AIR-INDIA
A BOEING A DAY TO THE U.S.A.

(60/66) Electrical Loading Cases. April 22. E.S.B. 11715/66.*
(60/66) Communication Receiver. April 22. E.S.B. 11704/66.*
(60/66) Cable Fittings. April 26. E.S.B. 11744/66.*
(59/66) Cloth for Ministry of Works. April 26. E.S.B. 11598/66.*
(60/66) Steel Tubes for New Zealand Railways. April 20. E.S.B. 11743/66.*
(59/66) Cranes for New Zealand Steel Ltd. (Further Information.) The reference to World Bank in this notice is to be deleted. E.S.B. 10156/66.

PAKISTAN

(61/66) Signalling Equipment for Railway Board, East Pakistan. April 30. E.S.B. 11784/66.*

SINGAPORE

(57/66) Laboratory Apparatus for Central Supplies Office. April 13. E.S.B. 11543/66.*
Singapore Polytechnic:
(57/66) Laboratory Apparatus. May 9. E.S.B. 11541/66.*
(57/66) Telecommunications Equipment. May 9. E.S.B. 11540/66.*

SOUTH AFRICA

Cape Provincial Tender Board:
(59/66) Cardboard. April 15. E.S.B. 11589/66.*
(59/66) Concrete Kerbing and Channels. April 15. E.S.B. 11590/66.*
(59/66) Survey Instruments and Equipment. April 22. E.S.B. 11591/66.*
(59/66) Road Surfacing Materials. April 19. E.S.B 11592/66.*
(61/66) Water Cart Trailers. April 15. E.S.B. 12217/66.*
(57/66) Switchboard for City of Durban Corporation. April 13. E.S.B. 11539/66.*
(59/66) Caravans for Natal Provincial Tender Advisory Board. April 13. E.S.B. 11588/66.*
60/66) Thermometer Screens for State Tender Board. April 14. E.S.B. 11776/66.*

SPAIN

Ministerio de Obras Publicas:
(58/66) Underground Railway Construction. April 14. E.S.B. 11538/66.
(58/66) Construction of Reservoir. April 20. E.S.B. 11546/66.

SUDAN

(58/66) Miscellaneous Machinery and Equipment for Industrial Bank of Sudan. October 1. E.S.B. 11597/66/D.L.F.
(56/66) Soap for Sudan Railways. April 19. E.S.B. 11502/66.*

SYRIAN ARAB REPUBLIC

(58/66) Wrapping Machines for Direction Generale du Monopole des Tabacs and Tombacs. April 17. E.S.B. 11573/66.*

TURKEY

(57/66) Office Furniture for Allied Land Forces Southern Europe. April 18. E.S.B. 11517/66.*
(56/66) Drill Pipes for Bank of the Provinces. April 19. E.S.B. 11504/66.*
DSI Genel Mudurlugu:
(58/66) Vehicles. April 13. E.S.B. 11572/66.*
(58/66) Wire Mesh Welding Plant. April 18. E.S.B. 11571/66.*
(57/66) Asbestos Sheets for Denizcilike Bankasi TAO. April 20. E.S.B. 11523/66.*
(59/66) Hydro-Electro Scheme for Ministry of Power and Natural Resources. (Pre-Qualification Information.) E.S.B. 11892/66.
(56/66) Codeine for Soil Products Office. April 14. E.S.B. 11503/66.*

URUGUAY

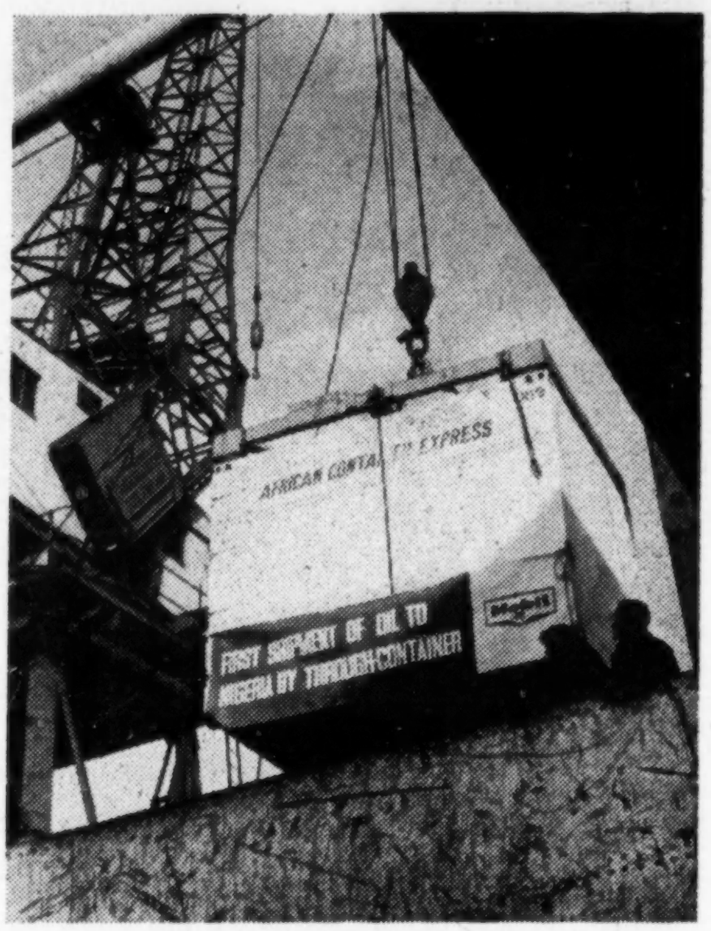
State Electricity Board:
(56/66) Insulators. April 22. E.S.B. 11277/66.
(56/66) Micro-Film Copying Machine. April 13. E.S.B. 11278/66.
(56/66) Hopper Wagons for State Railways. May 27. E.S.B. 11273/66.

UNITED STATES OF AMERICA

(60/66) Chemical Plant. (Advance Information.) For US Army Engineer. May 3. E.S.B. 11756/66.

ZAMBIA

Central Supply and Tender Board:
(57/66) Household Textiles etc. April 15. E.S.B. 11514/66.*
(61/66) Film Developing Accessories. April 15. E.S.B. 12216/66.*



Mobil Oil Company Limited are now using through containers to export packaged lubricating oils to certain associated companies overseas. This picture shows the largest consignment so far – over 6,000 gallons of automotive engine oil in pint plastic packs – being stowed aboard the 11,000 ton M.V. 'Katsina Palm', owned by the Palm Line, and bound out of London's Tilbury Docks for Apapa in Nigeria. This was the first oil to be exported by through container to West Africa.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia
(58/66) Manufacture under licence in Britain – axle assembly; vehicle differential. E.S.B. 11445/66.
(59/66) Manufacture under licence – heating appliances. E.S.B. 11681/66.
(60/66) Inquiry for refrigeration units. E.S.B. 11811/66.
(60/66) Manufacture under licence – bricks, pipes and tiles machinery. E.S.B. 11905/66.

Austria
(57/66) Agency inquiry for laboratory equipment. E.S.B. 11393/66.
(58/66) Agency inquiry for air-conditioners; boilers; radiators. E.S.B. 11659/66.
(58/66) Agency inquiry for clothing; knitwear. E.S.B. 11624/66.
(58/66) Agency inquiry for cylinders; hydraulic valves; pumps and accessories; pneumatic specials. E.S.B. 11492/66.
(56/66) Inquiry for catering and hotel equipment; domestic appliances; telephony components; valves; vending machines. E.S.B. 10799/66.
(61/66) Inquiry for biscuits; confectionery. E.S.B. 12031/66.

Barbados
(57/66) Inquiry for electric buffer; matrices; rubber products machinery; spray gun; vulcanizing moulds. E.S.B. 11322/66.

Belgium
(59/66) Agency inquiry for yarns for knitwear. E.S.B. 11653/66.
(59/66) Inquiry for gas fired equipment. E.S.B. 9113/66.

Bolivia
(57/66) Inquiry for hand tools; hessian cloth; jute twine; linseed oil; shellac; wheel-barrows. E.S.B. 11373/66.

Bulgaria
(57/66) Inquiry for electrodes. E.S.B. 11132/66.

Bulgaria/Rumania
(56/66) Trade and financial arrangements. C.R.E. 9995/G.

Canada
(57/66) Agency inquiry for laboratory and hospital supplies. E.S.B. 11334/66.
(59/66) Agency inquiry for electronic and electro-mechanical equipment. E.S.B. 11824/66.
(61/66) Agency inquiry for petro-chemical equipment; pollution control equipment; pulp and paper machinery. E.S.B. 11997/66.
(56/66) Inquiry for confectionery. E.S.B. 8864/66.
(57/66) Inquiry for barnyard equipment. E.S.B. 11428/66.
(58/66) British Fortnight – department store goods. E.S.B. 11389/66.
(58/66) Inquiry for non-chocolate confectionery. E.S.B. 11690/66.
(60/66) Inquiry for measuring and testing equipment. E.S.B. 9752/66.

Colombia
(61/66) Registration of Tenderers.

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Cuba
(57/66) Inquiry for plant and equipment for kenaf bag factories. E.S.B. 7546/66.

Cuba/Poland
(56/66) Trade and financial arrangements. C.R.E. 2562/G.

Ecuador
(58/66) Agency inquiry for printing machinery. E.S.B. 11627/66.

Finland
(57/66) Agency inquiry for floor coverings; tiles. E.S.B. 11345/66.

Finland/Czechoslovakia
(58/66) Trade Agreement. C.R.E. 2705/G.

France
(56/66) Agency inquiry for machine tools. E.S.B. 11330/66.
(61/66) Agency inquiry for electronic instruments. E.S.B. 6281/66.
(57/66) British Week in Lyons – inquiry for alcoholic drinks; foodstuffs. E.S.B. 10954/66.
(59/66) Inquiry for copper boxes. E.S.B. 11880/66.
(61/66) Inquiry for casual clothes; knitwear; shoes. E.S.B. 12082/66.

Germany, Federal Republic of
(57/66) Agency inquiry for washing machine components. E.S.B. 11178/66.
(60/66) Agency inquiry for light engineering products. E.S.B. 11967/66.
(58/66) Inquiry for tube casting machines. E.S.B. 5094/66.
(60/66) Inquiry for glass fibre caravans. E.S.B. 11174/66.
(60/66) Inquiry for jellies; marmalades; pickles; tinned vegetables. E.S.B. 12091/66.

Ghana
(61/66) Agency inquiry for air conditioners and ventilation equipment; agricultural machinery and supplies; contractors' plant and supplies; engines and motors; steel and cast iron goods, etc. E.S.B. 11973/66.

Greece
(59/66) Agency inquiry for hygienic and pharmaceutical products. E.S.B. 11913/66.

India/Rumania
(59/66) Trade Agreement. C.R.E. 1018/G.

Iran
(58/66) Agency inquiry for paper. E.S.B. 11470/66.
(58/66) Agency inquiry for voltage distribution and transformer equipment. E.S.B. 11604/66.
(59/66) Agency inquiry for kitchen and pantry fittings and equipment; piping; sanitary fittings; valves and elbows. E.S.B. 11830/66.

Iraq
(59/66) Agency inquiry for piece-goods. E.S.B. 11911/66.
(58/66) Inquiry for printing ink machinery and chemicals. E.S.B. 11870/66.

Israel
(56/66) Agency inquiry for filter paper. E.S.B. 39627/65.
(60/66) Agency inquiry for central heating equipment. E.S.B. 12019/66.
(60/66) Agency inquiry for diesel generators. E.S.B 12042/66.
(60/66) Agency inquiry for heat barrier foam. E.S.B. 12003/66.
(60/66) Agency inquiry for pigments. E.S.B. 11968/66.
(60/66) Agency inquiry for synthetic fibres. E.S.B. 31624/64.
(61/66) Agency inquiry for concrete pipe and tile making machinery. E.S.B. 11993/66.
(58/66) Inquiry for animal hair. E.S.B. 11843/66.

Italy
(57/66) Agency inquiry for electronic measuring and testing instruments; radio and TV equipment; telecommunication equipment. E.S.B. 11421/66.
(58/66) Agency inquiry for Irish linen. E.S.B. 11642/66.
(61/66) British Shopping Week in Florence. E.S.B. 12351/66.

Jamaica
(56/66) Inquiry for bedspreads; suitings; watches. E.S.B. 11119/66.
(59/66) Inquiry for sanitary napkins (pads). E.S.B. 11418/66.
(59/66) Inquiry for shelled almonds. E.S.B. 11965/66.
(60/66) Inquiry for cast iron fittings. E.S.B. 11976/66.
(60/66) Inquiry in respect of building materials; kitchen equipment. E.S.B. 11886/66.

Japan
(56/66) Inquiry for nuclear instruments. E.S.B. 1045/66.
(57/66) Inquiry in respect of meat packaging machine; meat weighing and computing machine. E.S.B. 10866/66.

New Zealand
(60/66) Inquiry for miscellaneous products. E.S.B. 6248/66.

Norway
(59/66) Inquiry for giftware; perfumery. E.S.B. 11823/66.

Pakistan
(57/66) Agency inquiry for agricultural machinery; electrical appliances; industrial machinery; mechanical handling equipment; machine tools. E.S.B. 11301/66.

Paraguay
(57/66) Inquiry for artificial insemination instruments; animal vaccines; chemicals and medicines; veterinary instruments. E.S.B. 11402/66.

A Turkish agricultural specialist (centre) studying at the Massey-Ferguson School of Farm Mechanization near Coventry, checks the route to Istanbul with the crew of this Massey-Ferguson Mobile Training Unit shortly before it left for Turkey at the start of a 20,000 mile tour of nine countries in the Middle East and Southern and Central Europe.

Philippines, Republic of the
(56/66) Inquiry for antibiotics; cosmetics. E.S.B. 11147/66.
(56/66) Inquiry for pumps. E.S.B. 4596/66.

Poland/Albania
(60/66) Trade and financial arrangements. C.R.E. 5550/G.

Rumania
(56/66) Inquiry for mineral wool insulation plant. E.S.B. 10967/66.
(59/66) Inquiry for meat preparation and progressing plant; metal container manufacturing plant. E.S.B. 11423/66.

Rumania/Poland
(57/66) Trade Protocol. C.R.E. 15899/G.

Senegal, Republic of
(60/66) Agency inquiry for razor blades. E.S.B. 11938/66.

South Africa
(58/66) Inquiry for artificial eyelashes and fingernails; domestic and household hardware; fish; glassware and crockery. E.S.B. 10980/66.
(59/66) Manufacture under licence – industrial chemicals. E.S.B. 31234/66.
(60/66) Manufacture under licence – juvenile furniture; wheeled goods. E.S.B. 3652/66.

Spain
(56/66) Calls for tender by official and semi-official organizations. C.R.E. 9161/63.
(59/66) Manufacture under licence – parts and accessories for kitchen equipment. E.S.B. 3825/66.

Sweden
(59/66) Agency inquiry for biscuits; confectionery. E.S.B. 11931/66.

Switzerland
(56/66) Agency inquiry for measuring instruments; metal working tools. E.S.B. 10969/66.
(58/66) Agency inquiry for chemical-technical products; insulating materials; plastic products. E.S.B. 11625/66.
(60/66) Inquiry for skate wheels. E.S.B. 10880/66.

Syrian Arab Republic
(60/66) Inquiry for switchboard equipment; telephone apparatus. E.S.B. 11963/66.

Thailand
(58/66) Inquiry for diesel engines; gasoline engines. E.S.B. 11652/66.

Trinidad/Tobago
(57/66) Inquiry for footwear machinery. E.S.B. 10879/66.

Tunisia/Greece
(61/66) Trade Agreement. C.R.E. 7459/G.

Tunisia/Yugoslavia
(57/66) Trade Agreement. C.R.E. 4813/G.

United States of America
(56/66) Inquiry for government surplus material; sporting equipment. E.S.B. 11138/66.
(56/66) Inquiry for hoses. E.S.B. 11315/66.
(57/66) Inquiry for air rifle shot. E.S.B. 11188/66.
(57/66) Inquiry for food machinery; furniture; hotel and restaurant supplies. E.S.B. 11394/66.
(57/66) Inquiry for insulators. E.S.B. 11395/66.
(57/66) Inquiry for reproduction furniture. E.S.B. 11148/66.
(58/66) Inquiry for fencing materials; hardware cloth; nails. E.S.B. 552/66.
(58/66) Inquiry for shackles and turnbuckles; taps and dies. E.S.B. 11649/66.
(59/66) Inquiry for methylene chloride. E.S.B. 11924/66.
(60/66) Manufacture under licence in Britain – metal stamping die. E.S.B. 11957/66.
(60/66) Manufacture under licence in Britain – wedding rings. E.S.B. 11671/66.

Various Countries
(61/66) Visits of British overseas commercial representatives. E.S.B. 6865/66.

Venezuela
(60/66) Agency inquiry for brass and copper strips; hardware. E.S.B. 11995/66.
(60/66) Agency inquiry for upholstery linen. E.S.B. 12018/66.

West Germany/Switzerland
(58/66) Trade Agreement. C.R.E. 1827/G.

Yugoslavia
(57/66) Belgrade International Technical Fair. E.S.B. 40625/65.

Yugoslavia/Czechoslovakia
(59/66) Trade Agreement. C.R.E. 4800/G

Yugoslavia/Guinea
(59/66) Trade Agreement. C.R.E. 3264/G.

Yugoslavia/Rumania
(59/66) Trade Agreement. C.R.E. 5328/G.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2. (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list was given on page 508 of the Board of Trade Journal, *March 4, 1966.*

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of March 18 issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of Board of Trade (see page* viii *of March 18 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Steel exporters' Hong Kong visit

Mr. J. L. Cognet, director in charge of the Steel Department of Henry Bath and Son Ltd., London and Liverpool, left on February 28 to visit Hong Kong, for the purpose of meeting old business friends and making new ones. The firm, which was established in 1794 for the purpose of trading in metals, is specialized in steel sheets, cuttings, plates, sections, wire, tinplate, etc., suitable for the Hong Kong market.

West African sales drive

Mr. David Margand of Key Glassworks Ltd.'s Sales Division (Ronald Gale & Co. Ltd.) left London on March 4 for an 11,000-mile sales trip of West Africa. Within a month he plans to visit Freetown, Abidjan, Lagos, Kano, Zaria, Port Harcourt and Bathurst.

Although West Africa is at the moment one of their biggest export outlets, Key are convinced that they can secure a still larger share of the market. Key Glassworks manufacture over one million bottles a day at their Harlow, Essex factory and are making a concerted overseas sales drive. They hope to improve substantially on last year's export figures which showed a 30 per cent increase over 1964 figures.

Printing inks for Portugal

Mr. A. Howey, export manager of Ault and Wiborg Ltd., London, printing ink manufacturers, is visiting Portugal during March. He will discuss future export business with the company's sole selling agents at Lisbon. During the course of his visit Mr. Howey will be visiting all the more important printers and metal container producers in order to re-establish personal contacts.

Middle East tour

Mr. D. F. Haydon, export sales manager, of the Baird & Tatlock Group of Companies, is making a tour of the Middle East to visit, promote and develop sales of all the products of the Group and to discuss future business prospects with the agents of the Group in the territories concerned. Mr. Haydon left London Airport on February 28 and is visiting Teheran, Baghdad, Kuwait, Cairo, Khartoum, Addis Ababa and Tripoli. He will return to London on April 1.

Whisky distiller's sales trip

Mr. A. B. Smith, director of Wm. Sanderson & Son Ltd., distillers and blenders of Vat 69 Scotch whisky, left London on March 1 for a tour covering South Africa, Sudan, Egypt and Tunisia. Whilst in South Africa he will visit Stellenbosch Farmers Winery Ltd., who were appointed sole distributors of Vat 69 in 1965, and will be accompanied by Mr. D. G. Williams, Sanderson's resident representative in South Africa.

Chairman's world tour

Mr. J. H. Hamm, chairman of Dodwell and Company Limited, the international sales and shipping organization, left London Airport on February 27 for a two-month tour of this British company's major centres of business in the East and Africa. He will be visiting branches and subsidiaries in Hong Kong, Japan, Australia, India and East Africa (there are other branches, subsidiaries and representatives throughout the world).

Export movement chief's visit to South Africa

Sir David H. Burnett, chairman of The Proprietors of Hay's Wharf Limited, flew from London to Cape Town on March 7 for a 10-day visit to South Africa. The object of his tour is to visit Pickfords (South Africa) Limited, a Hay's Wharf subsidiary actively engaged in household and overseas removals, depositories, packaging, shipping and forwarding, and other services. Sir David plans to make contact with South African importers from the United Kingdom with a view to offering a comprehensive handling and storage service from the end of the British manufacturers' production line to any South African destination. The same service does, of course, apply in the reverse, especially with regard to South African wines and other produce. Sir David will return to London via Nairobi, where he will visit an associate company, Express Transport Company Limited.

Mr. A. W. Tipping (left), overseas marketing manager of Ronson Products Ltd., Leatherhead, Surrey, and Mr. R. G. Cass, the company's overseas service manager, are seen here leaving London Airport at the start of a nine weeks' business tour of the African continent. They will establish marketing plans for Ronson products, in particular, for new Ronson lines, and in Ivory Coast and Senegal will contact any firm which may be able to provide a distribution function.

Boiler manufacturer's Far East tour

Mr. Brian D. Clark, managing director of Spencer-Bonecourt-Clarkson Limited, the packaged boiler specialists, set off on February 28 on a 23,000 mile tour of the Far East with the object of improving upon the already good results which his company has achieved there in the last 10 years with the Steambloc Boiler. Hong Kong will be Mr. Clark's first stop, where he will attend the British Week Engineering Exhibition at which SBC Ltd. is displaying a Steambloc and one of their new Vaporax mini-boilers on the stand of the parent company, Babcock and Wilcox Ltd. In Malaysia Mr. Clark has many important Steambloc installations to visit, amongst them being that at the new Guinness brewery recently built at Petaling Jaya.

Caravan manufacturer's export tour

Mr. T. E. (Terry) Hammerton, sales director of Fairview Caravans Ltd., Harwich, began a tour of France, Belgium and Holland on February 27 towing a 23ft. long by 8ft. wide prototype, fully-furnished, mobile home behind his car. The caravan is specially designed for continental requirements.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

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HMSO

Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

TV receivers for Austria

Following a recent visit to Austria by Mr. L. A. D. Barnes, assistant export manager of their subsidiary company British Radio Corporation Ltd., Thorn Electrical Industries Ltd. announce that they have been awarded a contract to supply Ferguson television receivers to the value of £45,000.

Switchers for pipeline system

Two switchers, to be installed in a twin 12-in. pipeline, are among the items of equipment which have been ordered from the General Descaling Co. Ltd., of Worksop, Nottinghamshire, for a refinery now being built for British Petroleum at Westernport, Hastings, near Melbourne, Australia. Line clearing at the refinery will be by a single sphere launched from the refinery pumphouse and sent along one pipeline via one switcher to the selected jetty head and back down the other line via the second switcher to its starting point. The switchers are required so that the sphere may be directed to and from the lines to the selected jetty from the common pair of shore lines.

Other equipment being supplied by General Descaling for the Westernport refinery includes pigs, spheres, special sphere tees and pipeline closures.

Electronic equipment export order

Whessoe Ltd., Darlington, have been awarded a contract by Brefcon International Limited for the design, supply and commissioning of electronic equipment for the remote reading of liquid levels and temperatures in 84 storage tanks to be erected at the new Pancevo Refinery near Belgrade.

Whessoe are also to supply a wide range of Heat Exchangers for this £7 million refinery which will be the first refinery in Yugoslavia to have all British equipment.

World-wide success of distillation plant

John Dore & Co. Ltd., Ilford, Essex, have supplied gin distillation plant for 10 distilleries overseas in which Tanqueray Gordon & Co. Ltd. are interested. They are in Spain (Barcelona), Jamaica (Kingston), Venezuela (Caracas), United States (Linden, New Jersey, and Plainfield, Illinois), New Zealand (Wellington), Canada (Montreal and Waterloo, Ontario), Peru (Lima) and Mexico (Mexico City).

The Spanish plant – which tops the list – is Gordon's latest project abroad to which John Dore & Co. Ltd. have contributed. For the Barcelona plant they supplied a steam jacketed gin still, built on the traditional pattern used by Tanqueray Gordon.

Britain's newest telephone exported

The first export order for what is said to be Britain's newest telephone, the Deltaphone, made by Standard Telephones and Cables Limited, was met during February. One hundred Deltaphones were shipped to Kenya for the East African Posts and Telecommunications Administration. The order was placed through the Crown Agents.

The Deltaphone is a new lightweight compact instrument of modern appearance, which is just over half the weight and occupies half the area of a conventional table model. It can easily be grasped and carried in one hand, making it ideal as a portable instrument when plug-in connections are provided. Two other features are a tone caller (which gives a 'warble' instead of a ring) and dial lighting.

British firms share of $8 million Canadian power contract

A $8 million (over £2·6 million) contract has been awarded by Saskatchewan Power Corporation to Taylor Woodrow of Canada Ltd., of Toronto, and Standard General Construction (International) Ltd., of Calgary, for a hydro generating station at the South Saskatchewan River dam, about 155 miles northwest of Regina.

£35,000 Polish textile machinery contract

An export order to the value of £35,000 has been awarded to Joseph Hibbert & Co. Ltd., Bolton, for the supply of textile machinery to Poland. The machinery will be manufactured at the works of Dobson & Barlow Ltd., Bolton. The order is for jute sizing machinery for installation in an existing hessian manufacturing plant. The customer is Metalexport, Warsaw. whose representatives have visited Joseph Hibbert and Dobson & Barlow Ltd. on many occasions.

Poultry feed supplements for Egypt

Cooper, McDougall & Robertson Ltd., Berkhamsted, Herts, have secured an £80,000 contract to supply 500 tons of vitamin and feed supplements for poultry to the Government Poultry Organization of Egypt. The supplements will be manufactured to meet the requirements of the Organization by Minsal Ltd. of Northwich, a subsidiary of Cooper's.

Cooper's are also supplying Egypt with 10 tons of Darvisul, a treatment devised in Britain for the protection of poultry against coccidiosis. Altogether exports of Cooper livestock products to Egypt will total £100,000.

Audio-visual aids for Tanzania

Gordon-Laycock Electronics Limited, the British Opelem Company, Chipperfield, Herts, have been awarded contracts aggregating £9,000 for the supply of language laboratory equipment for the University College, Dar es Salaam, Tanzania.

Drum malting plant and barley storage facility

The Robert Boby establishment of Vickers Limited at Bury St. Edmunds has received an order valued at approximately £200,000 for a drum malting plant and barley storage facilities from The Malting Company of Ireland Limited, Cork (a consortium of Canadian Breweries Limited, Beamish & Crawford Limited, The Cork Distillery Co. Ltd., and Associated British Maltsters Ltd.).

First Scottish telephone exports

The first telephones ever exported from Scotland recently left the Glenrothes factory of AEI Telecommunications Group. They completed the first half of an order for 10,800 telephones for the New Zealand Post Office and were shipped within six weeks of production starting.

Anglo-American Corporation of Africa buys British business jet

The first sale in South Africa of a Hawker Siddeley 125 twin-jet executive aircraft has been made to the Anglo American Corporation, whose headquarters are in Johannesburg.

The Hawker Siddeley business jet, which can seat up to eight passengers and cruise at 500 mph, will be used by the Corporation as a high speed communications aircraft. It will link the Corporation's widely separated mining and business interests throughout southern and central Africa.

Export orders now in hand for the Hawker Siddeley 125 are valued at about £18½ million.

British newspaper-tying machines for 'Pravda'

Sheridan Machinery Company Limited of Bromley, Kent, has won a £200,000 order from the Soviet Union for 25 fully automatic machines to cross-tie bundles of the newspaper 'Pravda'. This is believed to be the largest export order ever placed with a British firm for this type of equipment.

The contract was signed with Technoprom-import, one of the official Russian foreign trade corporations, during a visit to Moscow earlier this month by senior officials of Sheridan.

With the dual object of backing their export drive in East Africa and of giving advanced technical training to local specialist personnel BMC, and their distributors in East Africa, United Africa Motors Ltd., have sent a mobile training unit to Kenya, Uganda and Tanzania. Two mechanic-demonstrators are attached to the unit, the length of which is emphasized by the three 'minis' seen in the foreground.

Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

ARGENTINA

Import surcharges

HM EMBASSY at Buenos Ayres report that under the terms of Argentine Government Decree No. 1071 of February 15 the following items are exempt from the payment of surcharges:

(a) New aeroplanes, regardless of maximum take-off weight, provided they are not considered the same or similar to those projected for production by national industry under approved plans;

(b) Used aeroplanes, with a maximum take-off weight exceeding 6 tons, provided they are not considered the same or similar to types projected for production by national industry under approved plans;

(c) New or used gliders;

(d) New or used helicopters;

(e) Catapults or other similar propulsion instruments, spares and parts;

(f) Ground training and flight simulator apparatus, spares and parts;

(g) Aviation engines and turbines which are not considered the same or similar to those down for production by national industry under approved plans;

(h) Parts, spares and accessories for aeroplanes, gliders and helicopters;

(i) Parts, spares and accessories for aviation engines and turbines; propellers and their parts;

(j) Parachutes and their component parts, spares and accessories;

(k) Engines, instruments, equipment, parts and raw materials required for the production of aircraft, to be built in accordance with plans approved by the Secretariat of State for Air;

(l) Fuels, oils, lubricants, fluids, grease and components or additives of exclusive and specific aeronautical use;

(m) Elements for use exclusively and specifically in the aeronautical infrastructure and for ground support services and flight safety;

(n) Materials, engines, radio control equipment and parts, spares and accessories for technical air model instruction which are not produced in the country.

The import of new aeroplanes regardless of their maximum take-off weight shall be subject to a surcharge of 50 per cent when they are considered as being the same or similar to those included in approved national production plans.

The import of used aeroplanes of up to 6 tons maximum take-off weight shall be subject to a surcharge of 100 per cent when they are not considered as being the same or similar to those included in approved national production plans.

The import of used aeroplanes, regardless of their maximum take-off weight shall be subject to a surcharge of 150 per cent when they are considered as being the same or similar to those included in approved national production plans. To this effect and those stated in Article 3, the value of c.i.f. on which the surcharge will be calculated and paid in accordance with the rulings of Article 2 of Law No. 16690 shall include, in addition to insurance and freight, the value of the aeroplane together with the minimum elements and accessories for the fulfilment of the purposes for which they are destined and taking as a basis the list price to the public of the new aeroplane at factory at the time of importation, or the last price quoted in case the manufacture of some had been suspended.

The import of model aircraft capable of flight shall be subject to a surcharge of 50 per cent.

The import of not assembled model aeroplanes, helicopters and gliders shall be subject to a surcharge of 100 per cent when they are built to scale models of existing real aircraft.

For the purpose of importing the items mentioned in this decree, interested parties must submit to the National Customs Administration a certificate issued by the Secretariat of State for Air, this certificate will only be granted provided the items to be imported fulfil the conditions established in the aforementioned Articles.

The Secretariat of State for Air will determine the conditions of similarity which will be applied in respect of the items to be imported. Conditions of similarity will be applied to operational performance and technical characteristics and also to any other consideration which may affect the production and sale of locally built aircraft, and for ancillary equipment.

MEXICO

Customs free zones

A DECREE OF January 31, 1966, in the Mexican *Diario Official* of February 18, 1966, stated that concessions granted to the Free Zones of Chetumal, Cozumel Isla Mujeres and Xcalek of the territory of Quintana Roo has been extended for a new period from February 1, 1966, until January 31, 1967.

On entering the free perimeters in the territory of Quintana Roo, the following articles must pay the appropriate import duties:—

Wines and liqueurs
Tobacco, manufactured into cigarettes or cigars
Race horses
Cloths and Manufactures of wool
Cloths and fabrics of all kinds of vegetable and animal fibres, articles of clothing of any animal and vegetable cloth
Goldsmiths wares and fine jewellery
Arms and munitions
Ball-point pens, pencil-cases, fountain-pens and parts thereof
Glass and crystal worked earthenware and porcelain ornamental figures of any kind
Gold or silver plated articles, articles of tortoiseshell, horn, ivory, bone or whalebone, articles of all kinds of material with parts of tortoiseshell, shell or ivory, television receiving apparatus; electrical vacuum cleaners
Clocks and watches of all kinds
Watch bracelets of precious metal
Games of chance
Lighter of all kinds; and other goods which the Ministry of Finance thinks appropriate to tax

BARBADOS

Industrial incentives act, 1963

THE BARBADOS Government is considering whether the following products should be declared 'approved products' for the purposes of the above Act:

Omnibus bodies and door frames of steel; metal toys; galvanized hardware; aluminium cooking utensils; stoves; bedsteads; beverage cookers; kerosene and lubricating oil; dispensing cabinets and electrical duct and dished end storage and vehicle tanks.

Pioneer manufacturers of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Board would copy their initial correspondence to the British

Trade Commissioner, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19, Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

Pioneer products

The following products have been declared 'pioneer products' for the purposes of the above law:

Fabric softeners

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated February 25, 1966, page 483.

Applications for pioneer status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Board would copy their initial correspondence to the British Trade Commissioner, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

Customs tariff changes

PART I of the First Schedule to the Barbados Customs Act, 1962, has been amended by the deletion of items 642-01.2 and 642-01.3 and the substitution of the following:

	Item	Unit		Rate of Duty	
		For Classification	For Duty	Preferential	General
642.01.2	Cardboard boxes and other containers of paper or cardboard, including bags of paper reinforced with materials other than paper, but not including paper cups, to be used in the rum trade, the macaroni, spaghetti and other alimentary pastes industry, the confectionery and baking powder industries, the crisps industry, the poultry industry or in the packaging of milk, ice cream and other dairy products	No.	Val.	Free	10%
642-01.3	Cardboard boxes and other containers of paper or cardboard, including bags of paper reinforced with materials other than paper, to be used otherwise than in the rum trade, the macaroni, spaghetti and other alimentary pastes industry, the confectionery and baking powder industries, the crisps industry, the poultry industry or in the packaging of milk, ice cream and other dairy products	No.	Val.	10%	20%

Inquiries about the above notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

BRITISH GUIANA

Imports of matches

THE BOARD OF TRADE have been advised that no licences will be issued for the importation of matches into British Guiana whether in book form or otherwise.

A notice stating that import licences were required for the importation of matches in book form to be used as advertising material appeared in the *Board of Trade Journal* on October 1, 1964.

Inquiries about the above notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

PERU

Amendments to import tariff

IT HAS BEEN reported in the Peruvian journal *El Peruano* of February 15, 1966, that Supreme Resolution No. 110-H has created a new subdivision of Item No. 13.03 of the Import Tariff as follows:

Item	Description	Tariff Unit	Specific Duty (Sucres)	*Ad. Val* duty
13.03	Vegetable saps and extracts; pectin; agar - agar and other natural mucilages and thickeners extracted from vegetable materials:			
1. 1.06	Vegetable saps and extracts: Of hops	K.N.	15.00	30%

The above resolution shall take effect from 30 days after the date of publication in the Peruvian journal in accordance with the resolution contained in Article 3 of Supreme Resolution No. 139-H of July 23, 1964.

Also published in the Peruvian journal of the same date as above, was Supreme Resolution No. 111-H which has increased the specific customs duties of Item No. 55.09.0.01 and 02 of the Import Tariff as follows:

Item	Description	Tariff Unit	Specific Duty (Sucres)	*Ad. Val* duty
55.09	Other woven fabrics of cotton:			
55.09 0.01	Unbleached or bleached	K.G.	120.00	50%
55.09 0.02	Dyed, printed, goffered or having undergone any process subsequent to dyeing . .	K.G.	150.00	50%

The above resolution shall take effect from the date of publication in the Peruvian journal. Cotton fabrics included in the customs sections mentioned above, which are in the customs or have been shipped up to the date of this Resolution, according to the dates of the corresponding consular invoice visas, shall be cleared by the customs with the previous duties, provided that a request for clearance is made within 15 days following arrival at a Peruvian port.

The Directorate of Industries and Electricity shall consider periodically (in accordance with Laws No. 13270 and 15973 and their regulations) revision of the tariff protection dealt with in this Resolution.

Another publication in the Peruvian journal of February 15, 1966, was Supreme Resolution No. 112-H which has sub-divided Item No. 59.05.1.02 in the Import Tariff as follows:

Item	Description	Tariff Unit	Specific duty Gold soles	*Ad. Val* duty
59.05 1.02	Made-up fishing nets, in the piece or not: Of artificial or synthetic textile fibres with mesh when taut measuring up to and including 19.05. mm (¾ inch) . . .	K.G.	45.00	30%
59.05 1.03	Of artificial or synthetic textile fibres with mesh when taut measuring over 19.05 mm. (¾ inch)	K.G.	2.00	30%

Complementary Note (Chapter LIX)

To ascertain the measurement of the mesh of fishing-nets falling within headings Nos. 59.05.1.02 and 59.05.1.03, they must be stretched to take the interior measurement between three successive knots. Nets composed of differing meshes are dutiable according to the tariff for the smallest sized mesh.

The above resolution shall take effect from the date of publication in the Peruvian journal. Fishing nets in the new item 59.05.1.02 which are in the customs or have been shipped up to the date of this Resolution, according to the dates of the corresponding consular invoice visas, shall be cleared by the customs, with a duty of $2.00 per gross kilo and 30 per cent *ad valorem*, provided that a request for clearance is made within 15 days following arrival at a Peruvian port.

The Directorate of Industries and Electricity shall consider periodically (in accordance with Law Nos. 13270 and 15973 and their Regulations) revision of the Tariff protection dealt with in this Resolution.

URUGUAY

Modifications to the Code of Merchandise

HM EMBASSY at Montevideo report the following additions and alterations to the Uruguayan Code of Merchandise:

ADDITIONS

Tariff No.	Commodity	Surcharge	'Aforo' Assessment of value
		Per cent	U.S. $
—	Books and magazines of a scientific, literary, pedagogical and artistic nature	—	
—	Magazines	—	
—	Refractories of the following types in grain form: (a) Natural magnesium carbonate (magnesite) totally calcined	—	
	(b) Compressed mixture based on calcined magnesite	30	
—	Refractory of the following type: Ground chromium mineral (chromite)	30	
—	Paper bands or ribbons for perforating in accounting machines	30	
—	Radiator panels and complete radiators	90	2·70 per kilo
—	Motor vehicle wheels of up to 460 mm. diameter inclusive	90	
—	Bare synthetic elastomer yarns ('Spandex')	30	
—	Aluminium pigment pasted with hydrocarbon type dissolvents with a 60% minimum of metal	30	
—	Lead glass tubes suitable for the manufacture of vacuum flasks	30	
—	Spares for closing devices for liquid gas demijohns except main body of bronze or other materials and outside accessories of same	30	
—	Calcium hydroxide with maximum contents of 0·4% silica (SI 0_2), 1·5% in magnesium oxide (Mg 0) and 1% in the total of iron and aluminium oxides (R2 0_3) for the manufacture of lubricants	30	
—	Silicon rubber strip suitable for resisting temperatures of up to 250°C continuous service without losing its elastic characteristics	60	
—	Silicon rubber strip suitable for resisting temperatures of up to 250°C continuous service without losing its elastic characteristics, with its corresponding metallic frame	90	
—	Electric wiring with plastic, covered with plastic or not (polystyrene and P.V.C. excepting neoprene) of 1 to 50 pares, for interior telephone installations; dimensions of wire over 0·5 mm. diameter	90	
—	Copper, aluminium or aluminium alloy wire cables with or without steel core of cross section up to 300 sq. mm. inclusive for overhead transmissions lines	90	
—	Industrial crepe paper, crude cellulose colour, minimum 50% stretch, treated with resins suitable for covering with pressure adhesives	60	1·100 per ton
—	Film free of impression for aerial photography with a width of 14, 19 and 24 centimetres and minimum length of 17 metres	30	
—	Printed cardboard laminated with aluminium and/or plastic and paraphin film on printed face with 200 to 250 grammes per square metre for packaging of foodstuffs	60	Without aluminium U.S.$1·100 per ton With aluminium U.S.$1·600 per ton
—	Inner tubes and tyres of the following sizes: 500 x 8 of 8 layers of fabric, 650 x 10 of 12 layers of fabric 825 x 15 of 12 layers of fabric	—	
—	Dibutylphthalate (D.B.P.)	90	0·44 per kilo
—	Synthetic red pigments of ferric oxide (Fe2 0_3) with or without fillers	60	
—	Inoculants for leguminous of the following types: Medicago sativa, hispida and tribuloides: Trifolium subterraneum, repens, pratense, fragiferum; lotus corniculatus, glisine max and pisum arvense	90	
—	Plastic separators for batteries	90	1·00 per kilo
—	Non-automatic steel screwdrivers	90	
—	Copper sheets fixed to one side of phenolic laminas reinforced with paper for the manufacture of printed circuits	30	
—	Ink for ball point pens	90	
—	Bronze wire of a diameter between 5·5 mm. and 0·08 mm. inclusive	90	
—	Medicinal milks for pediatric use	60	

DELETIONS

Tariff No.	Commodity	Surcharge	Prior Deposit	C.i.f. Price Average
		Per cent	Per cent	U.S. $
40.042	Books and magazines	—	—	
41.097	Threadless fittings for spraying type irrigation equipment	30	—	
45.105	Hypodermic syringes of up to 20 cubic cm. capacity with central tips	150	200	10·55 per kilo
43.066	Iron oxide	30		
42.779	1, 2, 3, 4, 5, 6 Hexachlorocyclohexane with any content in isomers, except 'Lindane,' without additives of any nature	60		

MODIFICATION TO DESPTCRIION OF COMMODITY

Tariff No.	Commodity	Surcharge	Deposit Prior	C.i.f. Price Average
		Per cent	Per cent	U.S. $
43.180	Stencil base paper in reams	30		
	Should now read:			
43.180	Stencil base paper in reams and/or bobbins	30		
41.092	Spraying type irrigation equipment, except pipes	—		
	Should now read:			
	Spraying type irrigation equipment, their parts and spares, except pipes	—		
41.276	Spares for agricultural machinery of the following characteristics: Circular discs and blades of less than 28 in. (711mm.) diameter for ploughs, harrows and seeders	90		0·65 per kilo
	Should now read:			
41.276	Spares for agricultural machinery of the following characteristics: Circular discs and blades toothed or not of less than 28 in. (711 mm.) diameter for ploughs, harrows and seeders	90		0·65 per kilo
43.143	Photographic papers and films in rolls sensitized and virgin in widths between 40 and 50 mm. suitable for title composing machines, imported by newspaper firms for their own use for the publication of newspapers	—		
	Should now read:			
43.143	Photographic papers and films in rolls sensitized and virgin in widths between 35 and 50 mm. suitable for title composing machines, imported by newspaper firms for their own use for the publication of newspapers	—		
41.162	Machine and machine tools for industry of the following characteristics: Speed reducers, worm and crown wheel type, up to 250 mm. between shafts and ratios up to 1/10,000	150	200	3·85 per kilo
	Should now read:			
41.162	Machine and machine tools for industry of the following characteristics: Speed reducers, worm and crown wheel type up to 480 mm. between shaft and ratios up to 1/10,000	150	200	3·85 per kilo
41.092	Spraying type irrigation equipment, excepting pipes up to 4 in. (101·60 mm.) diameter in any width of wall and length	—	—	
	Should now read:			
41.092	Spraying type irrigation equipment, excepting pipes up to 5 in. (127·0 mm.) diameter in any width of wall and length	—	—	
32.068	Aluminium and aluminium alloy pipes of up to 4 in. (101·60 mm.) diameter in any width of wall and length	150	200	1,650 per ton
	Should now read:			
32.068	Aluminium and aluminium alloy pipes of up to 5 in. (127·0 mm.) diameter in any width of wall and length	150	200	1,650 per ton
42.123	Wire for industrial uses: steel wire with zinc covered surface between 0·15 and 0·30 mm. diameter for the manufacture of metal sponges and wire mesh	90(1)		
	Should now read:			
41.123	Wire for industrial uses: steel wire with zinc covered surface less than 0·20 mm. diameter inclusive for the manufacture of metal sponges and wire mesh	90 (1)		

NOTE: (1) The Bank of the Republic will waive payment of surcharges over 30 per cent (30 per cent to be applied) in all cases where wire is imported for or by firms possessing complete plants for the manufacture of the goods mentioned.

MODIFICATIONS TO SURCHARGES

Tariff No.	Commodity	Surcharge	C.i.f. Price Average
		Per cent	U.S. $
40.053	Curved and wrap-around glass for motor vehicles	90	3·00 per kilo
43.123	Paper for accounting machines, in reels, in substances 150/170 grammes per square metre	30	0·32 per kilo
40.081	'Self' type paper holder with two fold-over legs	90	No. 42 10·50 per 100 No. 43 12·25 per 100 No. 44 13·70 per 100 No. 45 15·70 per 100 No. 46 20·00 per 100
36.093	Stem automatic controls, their parts and spare parts	30	7·00 per kilo

BRAZIL

Transfer of goods from the Special to the General Category of imports

FURTHER TO the Notice on Brazil which appeared in last week's *Board of Trade Journal* (pages 694-696) we now give below the second half of the first list of goods that have been transferred from the Special to the General Category of imports with effect from February 12 1966:

Tariff Heading	Goods
33-01	Essential or volatile oils, concrete or liquid (terpeneless or not); resinoids: 008 cabreuva 013 citronella 016 eucalyptus 023 orange peel 024 lemon grass 025 lemon 029 Japanese mint 035 palmarosa 041 sassafras 042 vetiver
33-06	Perfumed natural distilled water, medicinal or not (hydrolates): 001 cinnamon 002 orange blossom 003 witch-hazel 004 cherry laurel 005 melissa 006 quinine 007 roses 008 other
34-04	Artificial or synthetic waxes: 002 other
35-02	Albumins: 001 egg albumin 002 other
35-05	Soluble starches; dextrins: 001 soluble starches 002 dextrins
35-06	Prepared glues of all kinds: 001 starch and dextrin glues and other vegetable glues in any form. 002 animal glues, including fish glue 003 glues with a basis of alkaline silicates and other mineral glues 004 rubber glues; 005 glues made from cellulose derivatives; 006 glues made from gum-arabic (acacia or senegal); 008 other synthetic phenol or amine glues; 009 other synthetic glues; 010 other.
36-03	Fuses, including "Bickford" fuses and the like.
38-04	Ammoniacal gas liquors and other ammoniacal residues produced in coal gas purification.
38-12	Fungicides, antiseptics, anti-tick preparations, disinfectants, ant-killers, weed-killers, insecticides and the like, including poisoned bait: 001 antiseptics, disinfectants and the like; 002 anit-tick preparations, ant-killers, insecticides and the like.
38-19	Chemical preparations and products, residual products and by-products of the chemical industry, not elsewhere specified or included: 007 hydraulic brake fluids; 013 preparations with a basis of alginates, for dental moulds; 014 preparations with a basis of gum lac, for gramophone records; 023 stencil and similar correctors; 027 other.
39-03	Plastic materials and artificial or synthetic resins obtained by condensation, polycondensation or polymerisation, whether or not modified, in semi-manufactured forms: 001 bars, sticks, blocks, angles, shapes and sections, pipes, tubes and other semi-manufactured forms; 003 other sheets, plates or film; 004 laminated or stratified products on a backing of paper, fabric or any other material.
39-04	Regenerated cellulose: cellulose wrapping and the like; 002 other sheets and film; 004 in any other form or semi-manufactured.
39-12	Hardened casein and gardened gelatin and other albuminoid plastic substances: 001 flakes, granules, clots, pieces, powder or other similar unmanufactured forms: 002 sheets and film; 003 bars, sticks, blocks, laminated products, angles, shapes and sections and tubes or other semi-manufactured forms.
39-13	Derivatives of rosin and of natural resins: 002 rosin or natural resins, esterified with a polyhydric alcohol (ester gums) and the like.
44-01	Fuel wood in logs; wood waste: 001 fuel wood in logs; 002 shavings, splinters, twigs, scrapings, manufacturing waste and other.
44-02	Wood charcoal.
44-03	Wood in the rough, whether or not stripped of its bark or merely roughed down: 001 cordia (Cordia goeldiana) ; 002 other.
44-04	Wood, cut, squared or sawn lengthwise, of a thickness exceeding 5 mm. 002 other.
44-05	Blocks and strips for parquet flooring.
44-06	Sleepers for railway and tramway lines and for similar purposes.
44-07	Fine stocks or rods similar to those of wicker; filaments or chips of a kind suitable for use in clarification of liquids, for weaving, for braiding and for similar purposes.
44-08	Wood roughly trimmed or rounded, but not bent, turned nor otherwise worked, for the manufacture of walking-sticks, tool handles and similar purposes.
44-09	Drawn wood for footwear, pegs, matches, toothpicks and the like.
44-10	Wood wool; wood flour and wood sawdust.
44-11	Wood, V-jointed, planed, chamfered, rebated, tenoned and mortised, tongued or grooved or worked in a similar manner.
44-12	Wooden veneer sheets of a thickness not exceeding 5 mm, whether or not reinforced with fabric or paper.
45-02	Natural cork in blocks, sheets, plates, strips and other similar forms; 001 thin sheets for cigarette-tips or other uses, with or without paper or fabric backing. 002 strips for the stuffing of cushions, mattresses and similar articles; 003 other.
45-03	Manufactures of natural cork: 001 floats or discs for fishing-nets; 002 life-buoys; 003 doormats; 004 lifebelts and life-saving jackets; 005 cubes, tiles, bricks and tubes; 007 gaskets; 008 other.
45-04	Agglomerated cork and manufactures of agglomerated cork: 001 blocks, sheets, plates, strips and the like; 002 cubes, tiles, bricks and tubes; 004 gaskets; 005 other.
47-01	Wood pulp: 001 mechanical or semi-chemical.
47-03	Parings and waste of paperboard and paper; scrap articles of paperboard and paper, not fit for use.
68-01	Paving stones and kerb-stones of natural stone.
68-02	Worked slate and manufactures of natural or agglomerated slate: 001 flags, slabs, sheets and tiles, merely sawn; 002 flags, slabs, sheets and tiles, polished or with pegs or holes; 003 other.
68-04	Hand whetstones and hand polishing stones, of natural stone or agglomerated abrasives.
68-05	Natural or artificial abrasives in grains or powder, on a base of paperboard, paper, fabric or other materials.
68-06	Slag wool, rock wool, mixtures and manufactures of mineral materials for heat-insulating or sound-insulating, except those obtained by firing (ceramic) or those with a basis of asbestos.
68-07	Flags, brick and all other manufactures of asphalt, bitumen, petroleum pitch and and the like.
68-08	Blocks, panels, boards and the like, of vegetable fibres, wood fibres, straw or wood waste or of other fibres, agglomerated with cement, plaster or other mineral binding substances: 001 plain; 002 with notches, slots or holes, varnished, sanded, painted or otherwise worked.
68-09	Manufactures of cement (including slag cement), of concrete or of artificial stone, reinforced or not, not elsewhere specified or included: 001 corrugated sheets; 002 bends, sockets, pipes, tubes and the like; 003 frames, panels, sheets, boards and the like; 004 flags; 005 vats, tanks and reservoirs; 006 posts; 007 roofing tiles and ridge tiles; 008 bricks; 009 other.
68-10	Manufactures of asbestos and cement: 001 corrugated sheets; 002 bends, sockets, pipes, tubes and the like; 003 flags; 004 frames, panels, sheets, boards and the like; 005 gutters, ridge tiles and roofing tiles; 006 other.
68-12	Worked mica and manufactures of mica or vermiculite: 002 other.
68-14	Manufactures of building or monumental stone, not elsewhere specified or included: 001 of alabaster, marble and the like; 002 of basalt, granite, sandstone, porphyry or other similar hard stone; 003 other.
68-16	Other manufactures of stone or similar mineral materials, not elsewhere specified or included:
69-01	Tiles, slabs, bricks and other refractory goods of infusorial earth, Kieselguhr or similar siliceous fossil earths.
69-04	Building bricks.
69-05	Roofing tiles, architectural ornaments and other constructional ceramic ware.
69-06	Pipes, tubes and other conduit goods, of any material.
69-08	Appliances and articles for technical uses; troughs, bins, vats, and similar recepticles for use in husbandry; pitchers, jugs, pots and similar receptacles, not elsewhere specified or included: 002 other.
70-01	Waste glass and glass powder: 001 waste glass.
70-02	Glass in bars, balls, tubes or rods, unworked.
70-05	Glass worked in any other manner, in sheets or plates: 001 with bevelled edges; 002 decorated, gilt, engraved, cut, painted or worked in another manner.
70-06	Safety glass and toughened glass: 001 in single sheets, hardened or toughened; 002 composed of two or more sheets.
70-09	Tubes for packing tablets and similar containers for packing purposes: 001 ampoules for injections; 002 other.
70-10	Glass envelopes, open, unfinished, without fittings, for lamps, electronic valves and the like. 002 other.
70-11	Glass inners for vacuum flasks and other vacuum vessels and for other uses.
70-14	Curved glass for clocks and watches, for sunglasses and the like, except corrective lenses.
70-19	Glass fibre and manufactures therof: 002 glass fibre in blocks, blankets, webs, sheets, and the like, with or without agglomerants, for sound insulating or other purposes.
73-01	Pig iron, cast iron and spiegeleisen, crude or in ingots: 002 spiegeleisen;
73-02	Ferro-alloys, crude: 007 ferro-nickel.
73-14	Rails, rack rails, accessories and spare parts, including switch blades, crossings, crossing pieces, points, sleepers and the like, fish plates and sleeper screws, of all shapes or types, for railway and tramway lines: 005 switch blades, crossings, pints, sleepers, supports, rail bearings, sole plates, wedges, sleeper screws and other railway and tramway track material.
73-19	Vats, reservoirs, silos, tanks and tuns, with or without thermal insulation; pails, casks, cans, boxes, drums and similar containers.
73-21	Balustrades, door flaps, chassis, gutters, hand rails, grills, lattices, windows, pelmets, wainscoting, panels, parapets, doors, lathing, ledges, venetian shutters and the like, for buildings, not falling within heading No. 73-18.

(Continued on next page)

Tariff Heading	Goods
73-24	Expanded metal.
73-26	Hobnails, animal shoeing nails, hooks, drawing pins, cotter-pins, gudgeons, tacks, nails, rivets, sprigs and the like.
81-06	Other base metal: 003 other articles.
84-13	Industrial ventilators; bellows and blowers.
84-14	Exhausters and other air and gas expelling machines, reversible or not.
84-21	Centrifuges, excluding cream separators and machines and appliances for the sugar industry; filters; filter presses and purifying machinery, with or without filtering plates, cloth or elements, for all purposes; 006 hand-pressure filters (endless screw, wedge and the like).
84-23	Scales and other weighing machinery, excluding precision balances falling within Chapter 90: 002 for commercial use; 003 platform scales, fixed or mobile, with or without the platform; 009 weights (stamped in the mass) of more than 5 centigrammes; 011 other.
84-24	Appliances for spraying fungicides, insecticides and the like: 002 other.
84-25	Fire-extinguishing appliances, charged or not, non-automobile type.
84-38	Bee-keeping and poultry-keeping appliances: 001 automatic brooders and incubators, of the industrial type; 002 other brooders and incubators.
84-46	Machines and appliances for spinning textiles fibre: 012 card clothing.
84-48	Machinery and accessories for weaving textile fibres: 004 healds and combs.
84-49	Knitting machines: 003 hand-operated knitting machines.
84-60	Sewing machines, with or without sets of tools or accessories for embroidery and the like: 001 for commercial or industrial use, special for sewing footwear, gloves and other articles of leather, hide or skin; 002 for commercial or industrial use, for sewing paper sheets, cardboard articles or for book binding; 004 other, for commercial or industrial use.
84-69	Calculating machines, accounting machines and typewriters; cheque-writing machines and the like: 008 for franking, writing or marking cheques, tickets or documents by any means or process, with incorporated totalling device.
84-74	Automatic vending machines, with or without totalling device, not being games of skill or chance.
84-89	Machines and appliances not elsewhere specified or included.
85-10	Accumulators - separate cells or batteries: 006 other.
85-20	Appliances and accessories for broadcasting and television stations: 002 electric bells; 005 video and frequency monitors.
85-34	Distribution and connection appliances: 001 lamp caps, bases and pins for outlet plugs and the like; 004 other.
85-39	Lamps and tubes for lighting or other purposes, electronic valves and tubes, excluding the photo-electric cells falling within the preceding heading: 003 for voltaic arcs; 005 with incandescent filament, with small-diameter cap, for all voltages, not specified; 008 with incandescent filament, for general lighting purposes, public lighting, the lighting of rolling stock or for decoration (normal diameter cap), for all voltages; 014 fluorescent, for lighting.
85-41	Electric or electronic appliances or machines, not elsewhere specified or included: 003 other.
85-49	Separate electrical parts, not elsewhere specified or included.
86-09	Special purpose trucks, vans and carriages.
86-11	Other vehicles not elsewhere specified or included.
88-04	Other parts and pieces used exclusively in balloons, airships or aircraft: 002 air heaters and air-coolers; 003 seats; 005 safety belts 014 mail pick-up hooks.
88-05	Survival and life-safe saving equipment, not elsewhere specified or included: 003 parachutes.
90-23	Medical, surgical, dental and veterinary instruments, including electro-medical apparatus, excluding instruments falling within the previous heading: 002 hypodermic needles; 017 electro-dental apparatus, with electrical accessories or not; 072 rubber or glass syringes; 074 other syringes.
90-25	Orthopaedic appliances, including surgical belts, trusses and the like; artificial limbs, eyes, teeth and other artificial parts of the human body; splints and other fracture appliances: 003 suspensory bandages; 006 artificial teeth of all other materials.
91-05	Other clocks and watches, electric or not: 001 for service record; 002 time-registers; 004 time-recorders (for documents, cheques, protocols and the like) 005 watchmen's tell-tales; 007 tower clocks, building clocks, public clocks and the like.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4.

CANADA

Made in Canada rulings

THE FOLLOWING RULINGS have been made in Canada for Canadian customs purposes:

Of 'a class or kind not made in Canada':

Coaters or enrobers, used in the confectionery and bakery trade to place coatings such as chocolate on confections, cookies and cakes, under 20″ in width.

(Ruling effective March 21, 1966.)

Note:

1. Enrobers or coaters as described above, 20 in. and over in width remain in the category of a class or kind made in Canada.
2. Memorandum D51-6 November 17, 1965 in so far as it relates to enrobers or coaters is superseded.

The above information is contained in Department of National Revenue Memorandum D51-6-2 dated March 21, 1966.

Of 'a class or kind made in Canada.':

Packaged electric motor generator sets which consist essentially of electric motors and one or more electric generators mounted on a common base.

(Ruling effective April 21, 1966.)

The above information is contained in Department of National Revenue Memorandum D51-17-1 dated March 21, 1966.

VENEZUELA

Import regulations

IT HAS BEEN reported by HM Embassy in Caracas that the Venezuelan Ministry of Finance has published a resolution No. 2 dated March 11, which reduces the import tariff on thoroughbred fighting bulls from Bs. 100 per kilo gross weight plus 100 per cent *ad valorem* to Bs. 2 per kilo gross weight. The custom's definition now reads:

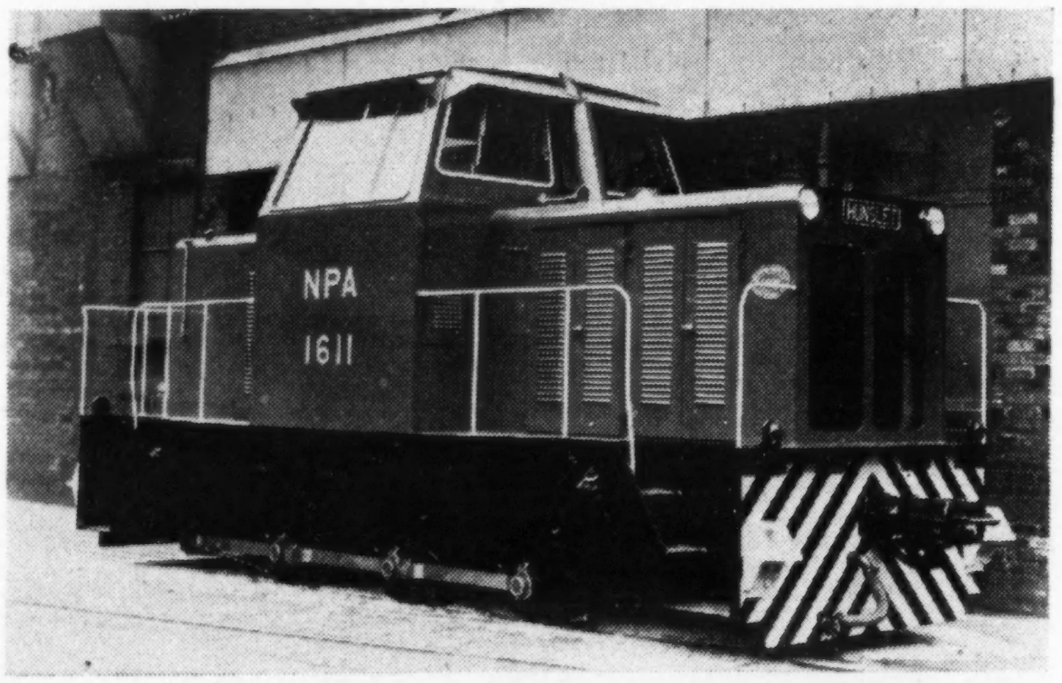
Tariff Item No.	Description	Duty
001-01-01-1	Fighting Bulls	Bs.2

This resolution enters into force from the date of publication, March 16.

THE PATENT OFFICE LIBRARY

'The Patent Office Library was at that time probably as good as any like collection of technical books and periodicals to be found anywhere else in the world.' (R. S. Hutton, *Recollections of a technologist*, 1964).

The author is referring to the early 1900*'s, but this national public reference library continues to attract increasing numbers of information scientists, research workers, patent agents, and consultants.* 122,000 *came in* 1964. *Without formality your staff can have personal access to* 10 *miles of current scientific and technical literature, including* 9,000 *series of up-to-date periodicals and many books and patent specifications. Photocopies at* 9*d. a page can be provided quickly by post and immediately to personal callers. The Library is at Southampton Buildings, Chancery Lane, London, W.C.2. Hours are* 10 *a.m. to* 9 *p.m. weekdays,* 10 *a.m. to* 1 *p.m. Saturdays.*



The first locomotive of a £250,000 *export order for* 10 268 *h.p.* 36 *ton* 0-6-0 *type diesel hydraulic locomotives being built by the Hunslet Engine Company Ltd. – one of the Hunslet Group of companies – for the Nigerian Ports Authority has been completed ahead of schedule. The order was obtained by Hunslet Chairman John Alcock, visiting Nigeria and working with Hunslet's Nigerian agents, Angladev (Nigeria) Ltd., and was received officially through the Crown Agents for Oversea Governments and Administrations. The* 3 *ft.* 6 *in. gauge locomotives are required for service at Apapa Port Harcourt where they will handle trains of up to* 1,000 *tons. Hunslet has been exporting locomotives for exactly* 100 *years.*

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TURKEY

Global import quotas and liberalization lists

THE FOLLOWING amendments should be made to the Turkish Import list published in the *Board of Trade Journal* on January 28, 1966 (pages 201-208).

Global import quotas

Page No.	Quota Serial No.	Tariff Statis No.	
208	373	Miscellaneous	Change wording to read: "Only articles requiring importation for assembling trucks, pick-ups and mini-buses (excluding metallic and wooden bodies) (May also be used for assembling automobiles for quantities and value to be approved by the Ministry of Industry)".
			NEW QUOTAS
	433	44.04	Slashed timber. A new importers' quota of $1,000 is transferred to this item from Serial No. 417. (The quota will be at the disposal of the Ministry of Agriculture).
	434	74.05	Copper and brass foils and strips (for manufacturing automotive radiators). A new industrial quota of $100,000 is transferred to this item from Serial No. 417. (The quota will be at the disposal of the Ministry of Industry).

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D6/1704 of March 9, 1966 (*Nederlandse Staatscourant* No. 48 of March 9), contains **Additions** (reproduced below) to the list of goods to be admitted free or at a reduced rate of import duty up to an annual quota specified against each item when imported from **non-EEC** countries.

Goods imported under the terms of this Order may **Not** be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.)

The Order came into force from March 11, 1966.

Additions

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty-free or Reduced duty (Per cent)	
		OLD (Prior to Jan. 1, 1966)	NEW (From Jan. 1, 1966)	OLD (Prior to Jan. 1, 1966)	NEW (From Jan. 1, 1966)
73.02 D	Ferro-silico-manganese	400	200	Free	Free
73.02 D	Ferro-silico-manganese	—	100	—	0·9

A previous notice on The Netherlands Import Duty Tariff Quotas was published in the *Board of Trade Journal* of January 21, 1966, page 163.

FINLAND

EFTA tariff reduction

THE FINNISH authorities have announced that as from July 1, 1966, nets and netting (tariff heading No. 59.05) will be subject to the normal EFTA timetable, the rate of duty being reduced to 20 per cent of the base date tariff.

SPAIN

Customs tariff

IN THE *State Gazette* of March 19 the Spanish authorities announced modifications to certain sub-headings of their Customs tariff and the revised sub-headings and import duties are as follows:

Tariff heading	Description	Definitive duty	Transitory duty
29-04.B.1	Ethanediol	28%	24%
29-06.A.1	Phenol and its salts	20%	16%
73-02	Ferro-alloys:		
.E	Ferro-nickel	Free	Free
.F	Other (other than ferro-nickel, ferro-manganese, ferro-silicon, ferro-chromium and ferro-tungsten)	Free	2%
84-37.D	Machines for making braids, trimmings, (including gimping machines and machines for covering buttons, tassel cores, etc.) and nets or netting:		
.1	Weaving machines for passementerie (of hooks)	30%	16%
.2	Other	30%	1%

Duties within contingency limits

IN THE *State Gazette* of March 19 the Spanish authorities announced the authorization of duty-free imports of Manioc roots (Tariff heading 07-06.B) for 1966, within a contingency limit of 7,500 tons, for Spanish manufacturers in the starch industry.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

ITALY

Tariff changes

IN A Presidential Decree published in the supplement to the *Gazzetta Ufficiale* No. 19 of January 24, 1966, the Italian Ministry of Finance announced the rates of duty operative from January 1, 1966, arising from the application of articles 14 and 23 of the Treaty of Rome.

These changes have had the effect of reducing the duties levied against goods originating in Common Market countries by a further 10 per cent of the Base Rate (of January 1, 1957) bringing the effective duties to 20 per cent of the base rate, and completing the second step towards the Common External Tariff for goods originating in Third Countries. These changes relate to products in the Agricultural Sector (Chapters 1 to 24.)

Whilst this has resulted in decreases in duty for some United Kingdom goods entering Italy, the general trend has been to increase duties.

Certain changes in the industrial sector (Chapters 25 to 99) for goods originating in third countries have also occurred. These are:

Item Number	Description	January 1, 1966	Previous
28.01 D I	Crude iodine	Free	39·6%
28.41 B II a	Arsenates of lead	14·10%	17·50%
28.47 B I b	Cromates of zinc or lead	15%	16·2%
45.01 B I	Natural cork, crushed, granulated or ground	14·8%	15%
50.08	Silkworm gut; imitation cat-gut of silk	13%	11·7%
53.08 A	Yarn of mohair or alpaca hair, within the limits of a quota	4%	2·4%
59.17 B I a	Bolting cloth of silk	10%	11·5%
79.02 B	Wrought bars, rods, angles, shapes and sections of zinc; zinc wire (other than rods or wire of zinc alloy, uncoated, for autogenous welding, in lengths of not more than 1 metre)	12%	12·9%
79.03 B	Powders (including dust) and flakes:		
79.03 B I	Zinc powder, intended for the preparation of hydrosulphites, within the limits of an annual quota of 40,000 quintals	3·4%	2·1%
79.03 B II	Other	12·6%	12·1%
85.23 B I a	Lead-sheathed electric cable (not cut into lengths or fitted with connectors)	20·2%	21·5%

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449, 450).

Duty-free and duty-reduced quotas

IN DECREES dated December 30, 1965, and January 17, 1966, the Italian Government has announced the following quotas for 1966,

(*Continued on page* 759)

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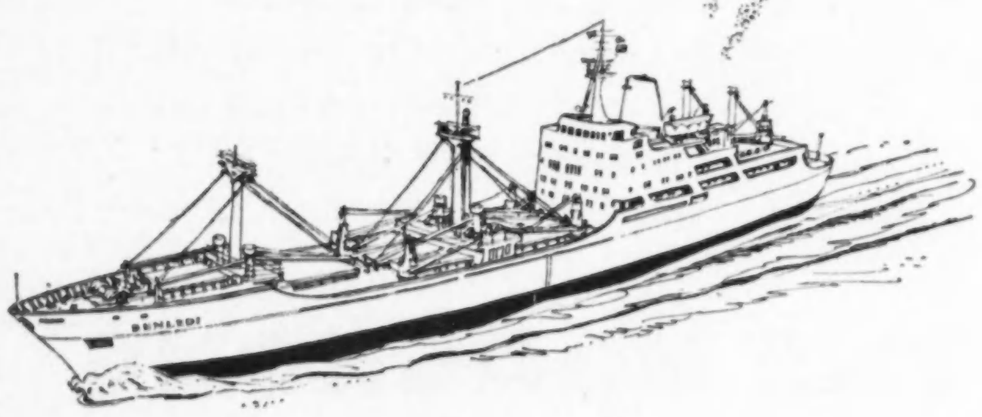

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REPUBLIC OF ZAMBIA

IMPORTANT NOTICE OF ALTERATION

Under Statutory Instrument No. 4 of 1966 the Government of Zambia have issued details of a revised Certificate of Value and Origin.

In order to comply with the new regulations, goods for export to the Republic of Zambia should be invoiced on our new Form No. 884. These Forms, as well as those for all Commonwealth Countries, EFTA Certificates and Portuguese Declarations of Cargo can be supplied by return of post.
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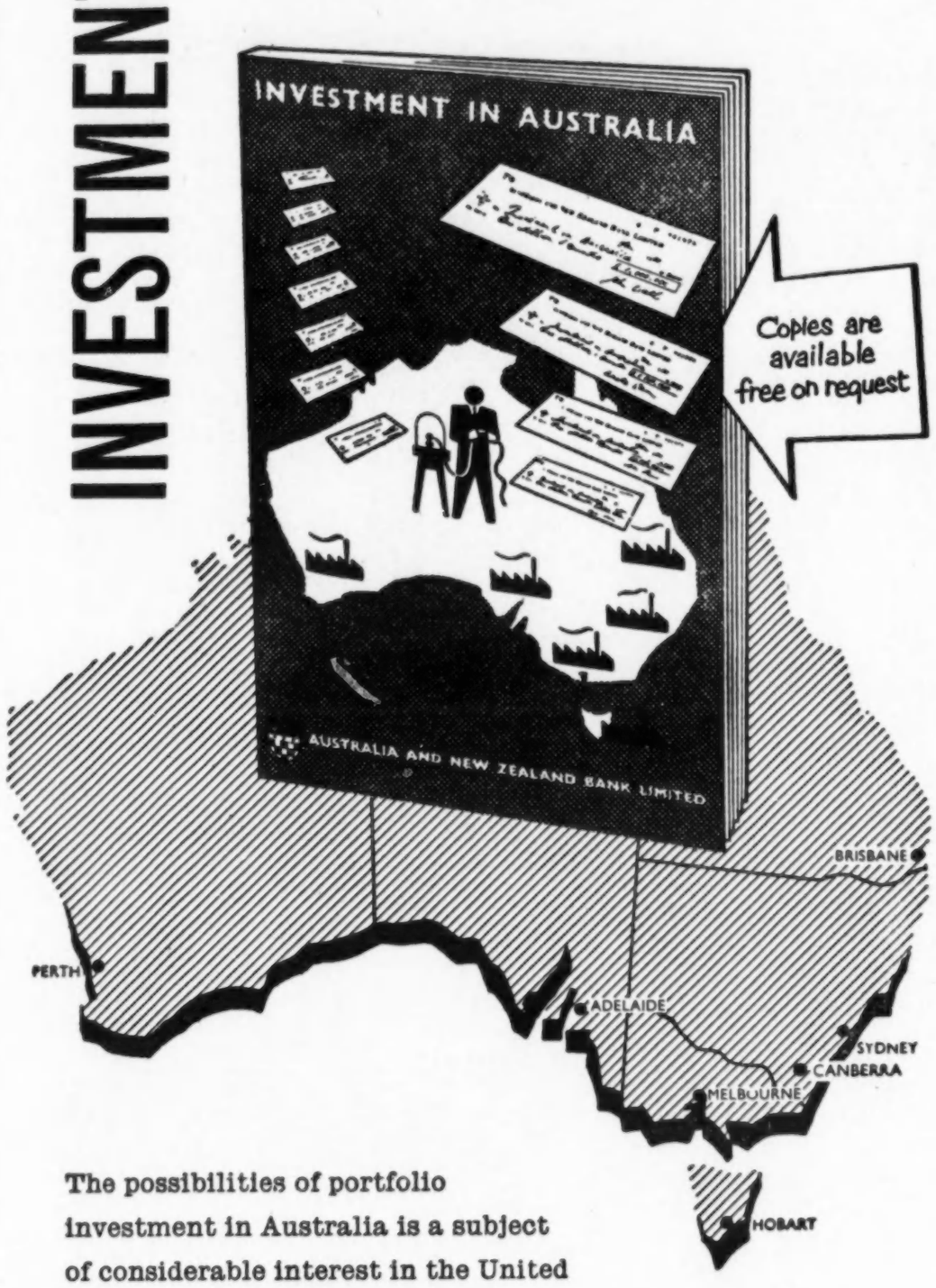

The possibilities of portfolio investment in Australia is a subject of considerable interest in the United Kingdom. To provide authoritative information A.N.Z. Bank has published a 68-page booklet "Investment in Australia" which deals in some detail with such matters as . . .

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		Quota tons
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4701 B	Chemical pulp:	
B I a 2	for use in the manufacture of paper	1,000,000
B I b 2	for use in the manufacture of cellophane	32,000
B II a 2	for use in the manufacture of moulding powders	8,000
B II b 2	for use in the manufacture of carboxymethylcellulose	1,500

The annual quota of ferro-silico-chromium (Tariff Heading 7302 EII al) containing not more than 0·1 per cent of carbon, which may be imported from all sources at a reduced rate of duty, has been fixed for 1966 at 5,000 tons, the same amount as in 1965.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449, 450).

REPUBLIC OF DAHOMEY

Global quotas 1965/66

IT HAS BEEN announced in Cotonou, Dahomey, that the following quotas have been opened for the import of goods for the period July 1, 1965, to June 30, 1966:

Quota No.	Description	Quota values ('000 French francs)
1	Dairy produce	80
2	Cereals other than wheat	2,500
3 and 4	Drinks other than whisky and gin	600
	Spirits and liqueurs	1,750
5	Sugars and sugar confectionery	80
6	Hops	225
	Cereal flour	1,000
	Imported fish	3,200
	Miscellaneous edible preparations	575
7	Tobacco and cigarettes	2,500
8 and 9	Cements	2,000
	Non-ferrous metals	500
10	Petroleum products	6,450
11 to 14	Foreign matches	250
	Chemical products (except matches)	350
15	Printed fabrics and printing costs	1,650
16	Non-printed fabrics	2,000
17	Jute and jute sacks	2,000
18	Knitted goods	120
19	Kitchen and household ware, tools and cutlery	1,200
20	Refrigerators and air-conditioners	720
	Various other products	1,300
21	Various articles of equipment	1,750
22 and 23	Vehicles, tractors, motor-cycles, cycles	1,200
24	Miscellaneous	1,000

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1966 (No. 4), published as Rhodesia Notice No. 166 of March 18, amends the Customs and Excise (Suspension) Regulations 1966 to the following extent:

	Goods	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
Ex 122 (1)	FIRST SCHEDULE By the insertion of the following item: ex (b) (iii) Tinplate, not lacquered or lithographed *ad val.*	5%	Free	Free	Free

(Britain pays the Column B rate of duty.)

IRAN

Import regulations

A NOTICE of the change in the Iranian customs classification appeared on page 571 of the *Board of Trade Journal* of March 11 with the comment that the importation of commodities classified under Tariff headings 572 and 577 to 472 and 527 were no longer prohibited. This statement is not correct. Imports of commodities 572 and 577 are not prohibited as stated, but imports of commodities under new headings 472 and 527 are prohibited.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE R.372, published in the Republic of South Africa *Government Gazette* of March 11, sets out the following amendments to the Republic's customs tariff:

	Tariff Heading	Statistical Unit	Rate of Duty		
			General	M.F.N.	Preferential
28.05	By the substitution for the heading of the following: "28.05 **Alkali metals, alkaline-earth metals and rare earth metals: yttrium and scandium: mercury:**				
	28.05.10 Mercury	lb.	Free		
	28.05.90 Other	lb.	Free"		
76.16	By the insertion after sub-heading No. 76.16.50 of the following: "76.16.60 Floats for fishing nets	no.	Free"		

Note. The effect of these amendments is to reduce the rate of duty on alkali metals, alkaline-earth metals, rare earth metals, yttrium and scandium from 10% to free, and to reduce that on aluminium floats for fishing nets from 20% to free.

GOVERNMENT NOTICE R.401, published in the Republic of South Africa *Government Gazette* of March 18, sets out the following amendments to the Republic's customs tariff:

	Tariff Heading	Statistical Unit	Rate of Duty		
			General	M.F.N.	Preferential
59.12	By the insertion after sub-heading No. 59.12.20 of the following: 59.12.30 **Bandages, plasters and the like, containing zinc oxide: fracture bandages coated with plaster**	lb.	17½%		
73.23	By the substitution for sub-headings Nos. 73.23.10, 73.23.20, 73.23.30 and 73.23.90 of the following: 73.23.10 **Milk cans of a capacity not exceeding 5 gals**	lb.	20%		
	73.23.90 Other	lb.	Free		

Note. The effect of these amendments is to amend the rate of duty on bandages, plasters and the like, containing zinc oxide, and fracture bandages coated with plaster, from 50% (General) and 15% (M.F.N.) to 17½% and to reduce the rate of duty on containers falling within sub-heading 73.23.90 from 20 per cent to free

Dumping duty

GOVERNMENT NOTICE R.402, published in the Republic of South Africa *Government Gazette* of March 18, imposes as from that date ordinary dumping duty, in addition to any other duty payable, on the under-mentioned goods which are imported into the Republic from or originate in the territories mentioned. The dumping duty also applies to these goods when imported under rebate of duty facilities.

Item	Tariff Heading and Description	Rebate Items	Territories
206.03	59.12 Bandages, plasters and the like containing zinc oxide; fracture bandages coated with plaster; the following: (1) Adhesive bandages; plaster of Paris plasters	401	Denmark France U.K. W. Germany
	(2) Adhesive plasters; plaster of Paris bandages	401	Denmark France U.K. U.S.A. W. Germany

IRAQ

Distribution of imports

THE BRITISH EMBASSY in Baghdad have reported that the import of razor blades and olive oil, which were previously under the control of the Government Purchasing Board, have been returned to the private trading sector. All inquiries concerning this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

NIGERIA

Customs tariff changes

THE BOARD OF TRADE have received telegraphic information that a number of items in the Nigeria Customs Tariff have been amended with effect from March 27. These include marginal increases on a number of locally produced foodstuffs; tobacco; locally manufactured articles of rubber or plastic; certain woven fabrics including pile and chenille fabrics; narrow woven fabrics and certain outerwear. Notable increases are on clinker; asbestos cement pipes; plastic or wooden cabinets for radios etc; and on passenger cars of 1,750 to 2,150 c.c. Preferential rates are introduced to encourage local assembly of road vehicles and radios etc.

The rates of duty have been reduced on flour; cement; matches; certain man-made fibre fabrics; shoes; and matchets. Full details will be published as soon as possible.

UGANDA

Customs tariff amendment

STATUTORY INSTRUMENT No. 4 of 1966 published in the Official Uganda *Gazette,* announces the Suspended Duty (Imposition) Order, 1966, which takes effect from January 14, 1966. Under this Order the suspended duty of 7½ per cent *ad valorem* (or each Shs. 50 where this amount exceeds the combined import duty and (*ad valorem*) suspended duty) imposed on radio receiving sets, complete including motor vehicle radios and n.e.s., and the suspended duty of 7½ per cent *ad valorem* on radio receiver parts and accessories (excluding batteries) and n.e.s. provided for in item 143A of the First Schedule of the Customs Tariff Ordinance are hereby imposed.

Note:

The effect of this amendment is to bring the duty on these items to 37½ per cent *ad valorem* or Shs. 50 each whichever shall be the greater.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

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MALAYSIA

Information on Malaysian Customs Area

THE BOARD OF TRADE have received the following information concerning the Malaysian Customs Area:

(1) Malaysian Common Tariffs

As a further step towards the ultimate goal of a fully integrated single Customs Area for the whole of Malaysia (when all goods, imported as well as locally manufactured, will be able to move freely within the confines of Malaysia), the Customs (Malaysian Common Tariffs) Act, 1966, has been passed. This gives the Minister of Finance power to levy common tariffs on goods imported into any part of Malaysia. It also provides for the revocation of duties levied under the various Customs laws in force in the States of Malaya, Sabah and Sarawak on those goods which become subject to a common tariff.

Under this Act, imported goods will be subject either to common tariffs (after which no further duties will be imposed on them when they are moved from one part of Malaysia to another) or, if no common tariffs have been imposed, the imported goods will be subject to whatever tariffs are in force under the separate Customs laws in the three components of Malaysia.

This Act will not apply to the free port areas of Penang and Labuan until the Minister of Finance invokes his power to extend any orders he may make under the Act to these two territories.

It is hoped that the introduction of this Act will simplify the gradual harmonization of taxes, and save time, unnecessary paperwork and confusion, which could be the result of having to refer to multiple customs orders under the respective laws in force in the various components of Malaysia every time the Government decides to impose a common tariff on a particular commodity.

(2) Exemptions from Customs duties for Malaysian-made goods

In pursuance of the aim of a single Customs Area, three Customs Duties (Exemption) Orders have been published which permit all goods of Malaysian origin (with a few exceptions) to be moved free of import duty within Malaysia. These orders cover the States of Malaya, Sabah and Sarawak, and provide that the exceptions shall only apply where (a) the goods have been grown, produced or manufactured in and consigned direct from any place in Malaysia; (b) in the case of manufactured goods, not less than 25 per cent of their value in their finished state is the result of labour performed and materials produced in Malaysia; (c) the goods concerned will not be the subject of a claim for drawback of customs import duty; and (d) the goods are accompanied by a certificate of origin.

For the purposes of these orders, goods manufactured in Penang and Labuan are deemed to be goods manufactured outside Malaysia. These two areas are at present excluded from the arrangement because they are still free ports.

The exceptions to these exemptions include goods which are manufactured in the Borneo territories, e.g. laundry soap, rubber footwear, samsoo, aerated waters, cigarettes and matches. Commercial motor vehicles and petroleum products are also excluded because of the different methods of collecting revenue on these goods within Malaysia.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 423 *Oxford St., London, W.*1; 13*A Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1; 80 *Chichester St., Belfast; or through any bookseller.*

Telephone inquiries should be made to Waterloo 6977, Ext. 472.

AUSTRALIA

Details of tariff changes

DETAILS ARE GIVEN below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on March 17, 1966. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
	Chapter 15; Note 3:				
	[A mixture of oils that falls within item 15.04, 15.07 or 15.08 shall be deemed to consist wholly of that oil in the mixture that constitutes a greater part by weight of the mixture than any other oil in the mixture.]				
	Unless the contrary intention appears, a mixture of oils that falls within item 15.04, 15.07 or 15.08 *shall be deemed to consist wholly of that oil in the mixture that constitutes a greater part by weight of the mixture than any other oil in the mixture.*				
15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified:				
15.07.2	Oils for denaturation, as prescribed by by-law for the purposes of this sub-item.				
	New paragraph.				
15.07.220	*Soya bean oil*	No change (Under former item 15.07.710)		$0·20 per gal.	$0·167 per gal.
15.07.400	[Babassu oil; rape seed oil; palm kernel oil; tung oil; oiticica oil; coconut oil having a free fatty acid content exceeding 0·25% calculated as oleic acid]	Free	Free	No change (Under new item 15.07.400) $0·40 per gal.	$0·267 per gal. (Under new item 15.07.650)
15.07.400	*Babassu oil; palm kernel oil; tung oil; oiticica oil; coconut oil having a free fatty acid content exceeding 0·25% calculated as oleic acid*	No change (Under former item 15.07.400)		Free	Free
15.07.5	[Castor oil: linseed oil; olive oil; safflower seed oil]:				
15.07.5	*Castor oil; linseed oil;*				
15.07.53	[Olive oil:				
15.07.531	In packs not exceeding 1 gallon	$0·40 per gal.	$0·35 per gal.	No change (Under new item 15.07.621)	
15.07.539	Other	$0·40 per gal.	$0·35 per gal.	No change (Under new item 15.07.629)	
15.07.54	Safflower seed oil:				
15.07.541	In packs not exceeding 1 gallon	$0·30 per gal.	$0·283 per gal.	No change (Under new item 15.07.641)	
15.07.549	Other.	$0·30 per gal.	$0·283 per gal.	No change (Under new item 15.07.649)	
15.07.6	Peanut oil; palm oil; cotton seed oil; maize oil; sunflower seed oil:				
15.07.61	Palm oil:				
15.07.611	Edible grades or oil for edible purposes, in packs not exceeding 1 gallon . .	$0·40 per gal.	$0·267 per gal.	No change (Under new item 15.07.791)	
15.07.612	Edible grades or oil for edible purposes, not falling within sub-paragraph 15.07.611	$0·40 per gal.	$0·267 per gal.	No change (Under new item 15.07.799)	
15.07.619	Other.	Free	Free	No change (Under new item 15.07.610)	
15.07.620	Peanut oil	$0·40 per gal.	$0·267 per gal.	No change (Under new item 15.07.630)	
15.07.69	Other:				
15.07.691	In packs not exceeding 1 gallon	$0·40 per gal.	$0·267 per gal.	No change (Under new item 15.07.691)	
15.07.699	Other.	$0·40 per gal.	$0·267 per gal.	No change (Under new item 15.07.699)	
15.07.7	Soya bean oil:				
15.07.710	For denaturation, as prescribed by by-law	$0·20 per gal.	$0·167 per gal.	No change (Under new item 15.07.220)	
15.07.79	Other:				
15.07.791	In packs not exceeding 1 gallon	$0·40 per gal.	$0·267 per gal.	No change (Under new item 15.07.691)	
15.07.799	Other]	$0·40 per gal.	$0·267 per gal.	No change (Under new item 15.07.699)	
15.07.6	*Cotton seed oil; maize oil; olive oil; palm oil; peanut oil; rape seed oil; safflower seed oil; soya bean oil; sunflower seed oil;*				
15.07.610	*Palm oil (other than edible grades) being palm oil that is not to be used for edible purposes either in the condition as imported or after processing in Australia* . . .	No change (Under former item 15.07.619)		Free	Free
15.07.62	*Olive Oil:*				
15.07.621	*In packs not exceeding 1 gallon*	No change (Under former item 15.07.531)		$0·40 per gal.	$0·35 per gal.
15.07.629	*Other*	No change (Under former item 15.07.539)		$0·40 per gal.	$0·35 per gal.
15.07.630	*Peanut oil*	No change (Under former item 15.07.620)		$0·40 per gal.	$0·267 per gal.
15.07.64	*Safflower seed oil:*				
15.07.641	*In packs not exceeding 1 gallon*	No change (Under former item 15.07.541)		$0·30 per gal.	$0·283 per gal.
15.07.649	*Other*	No change (Under former item 15.07.549)		$0·30 per gal.	$0.283 per gal.
15.07.650	*Rape seed oil*	Free (Under former item 15.07.400)	Free	$0·40 per gal.	$0·267 per gal.
15.07.69	*Other:*				
15.07.691	*In packs not exceeding 1 gallon*	No change (Under former items 15.07.691; 15.07.791)		$0·40 per gal.	$0·267 per gal.
15.07.699	*Other*	No change (Under former items 15.07.699; 15.07.799)		$0·40 per gal.	$0·267 per gal.
15.07.7	*Edible mixtures of oils; mixtures of oils to be used for edible purposes either in the condition as imported or after processing in Australia:*				
15.07.710	*Mixtures deemed by the application of Note 3 to this Chapter to be peanut oil* .	No change (Under former item 15.07.620)		$0·40 per gal.	$0·267 per gal.
15.07.720	*Mixtures deemed by the application of Note 3 to this Chapter to be coconut oil* .	Free (Under former item 15.07.400)	Free	$0·40 per gal.	$0·267 per gal.
15.07.730	*Mixtures deemed by the application of Note 3 to this Chapter to be rape seed oil* .	Free (Under former item 15.07·650)	Free	$0·40 per gal.	$0·267 per gal.
15.07.79	*Other:*				
15.07.791	*In packs not exceeding 1 gallon*	No change (Under former item 15.07.611)		$0·40 per gal.	$0·267 per gal.
15.07.799	*Other*	No change (Under former item 15.07.612)		$0·40 per gal.	$0·267 per gal.
70.19	Glass beads, imtiation pearls, imitation precious and semi-precious stones, fragments and chippings, and similar fancy or decorative glass smallwares, and glassware made therefrom; glass cubes and small glass plates, whether or not on a backing, for mosaics and similar decorative purposes; artificial eyes, of glass (including those for toys but not those for wear by humans); ornaments and other fancy articles of lamp-worked glass; glass grains (that is to say ballotini):				

(*Continued on next page*)

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
70.19.200	[Fragments and chippings; glass grains]	27½%	12½%	No change (Under new item 70.19.910)	
70.19.200	*Glass grains (that is to say, ballotini)*	27½%	12½%	35%	25% (Under new item 70.19.200)
70.19.900	[Other]	45%	27½% (Under former item 70.19.200)	35%	25%
70.19.9	*Other:*			No change (Under new item 70.19.990)	
70.19.910	*Fragments and chippings*	No change (Under former item 70.19.200)		27½%	12½%
70.19.990	*Other*	No change (Under former item 70.19.900)		45%	27½%

NEW ZEALAND

Customs tariff inquiry

IN DECEMBER 1965 the New Zealand Minister of Customs announced that in accordance with the recommendations of the Tariff and Development Board, it was proposed to reopen in 1966 the inquiry into the duties on elastics and elastomeric materials which had commenced in May 1963 (see the *Board of Trade Journals* for March 29 and April 12, 1963), but completion of which had been deferred in the light of developments found to be taking place within the industry in New Zealand. The inquiry has been widened to include the question of import licensing as affecting the following items:

Item No.	Tariff and Statistical Items	Rates of Duty				
		British Preferential	Australian Agreement	Canadian Agreement	Most Favoured Nation	General Tariff
	Vulcanized rubber thread and cord, whether or not textile covered, and textile thread covered or impregnated with vulcanized rubber:					
	Thread and cord composed wholly of unhardened vulcanized rubber:					
Ex 621.030.9	Other kinds (This inquiry concerns vulcanized rubber thread and cord, textile covered).	15%	..	..	..	35%
Ex 655.500.0	Elastic fabrics and trimmings (other than knitted or crocheted goods) consisting of textile materials combined with rubber threads (This inquiry concerns such items 9 inches and under in width).	Free	..	..	10%	12½%
	Knitted or crocheted fabric and articles thereof, elastic or rubberized:					
841.450.2	Elastic fabrics	Free	..	..	10%	12½%
ExTariffGroups 652, 653, 654	Elastic fabrics and trimmings (woven, knitted and crocheted) of textiles combined with threads of substances having elastic properties of rubber.					

The public inquiry will take place in Wellington on June 21, 1966. Typewritten statements of evidence (12 copies) should be lodged with Mr. F. E. Beaufort, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than June 7, 1966. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

The British Federation of Elastic Web Manufacturers and the British Elastic Braid Manufacturers' Association have been informed, and it is suggested that any British firm wishing to give evidence might get in touch with them. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 732/1966.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.

1966-67 Import Licensing Schedule

THE NEW ZEALAND import licensing arrangements for the year July 1, 1966 to June 30, 1967 were published in Wellington on March 30. The principal features are:

The list of items at present exempt from import licensing, remains virtually unchanged. The category 'A' scheme of licensing is discontinued and importers of goods formerly covered by it will receive instead an entitlement to 85 per cent of the licences which they held in the current licensing period.

Licences for raw materials will in general be issued at 85 per cent and for consumer goods at 80 per cent of current levels; allocations for a few consumer goods are, however, reduced to 75 per cent.

Licences for imports of unassembled motor cars will be restricted to 80 per cent of the 1965-66 allocation.

Pending the report of the New Zealand Tariff and Development Board, woven woollen piece-goods are to be sub-divided between goods over and under 5½ oz. per square yard and licence allocations of only 66⅔ per cent of 1965-66 will be issued.

The aggregation scheme, under which a licence-holder is issued with one licence covering certain classes of good for which he previously held individual licences, remains unaltered, but there are minor changes in categories for a few products.

Further details will be published as necessary when they become available.

Any inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London S.W.1. (Tel. Abbey 7877, Ext. 2322).

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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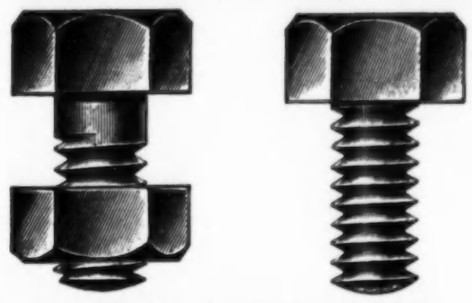

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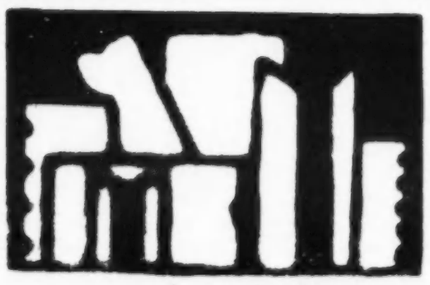

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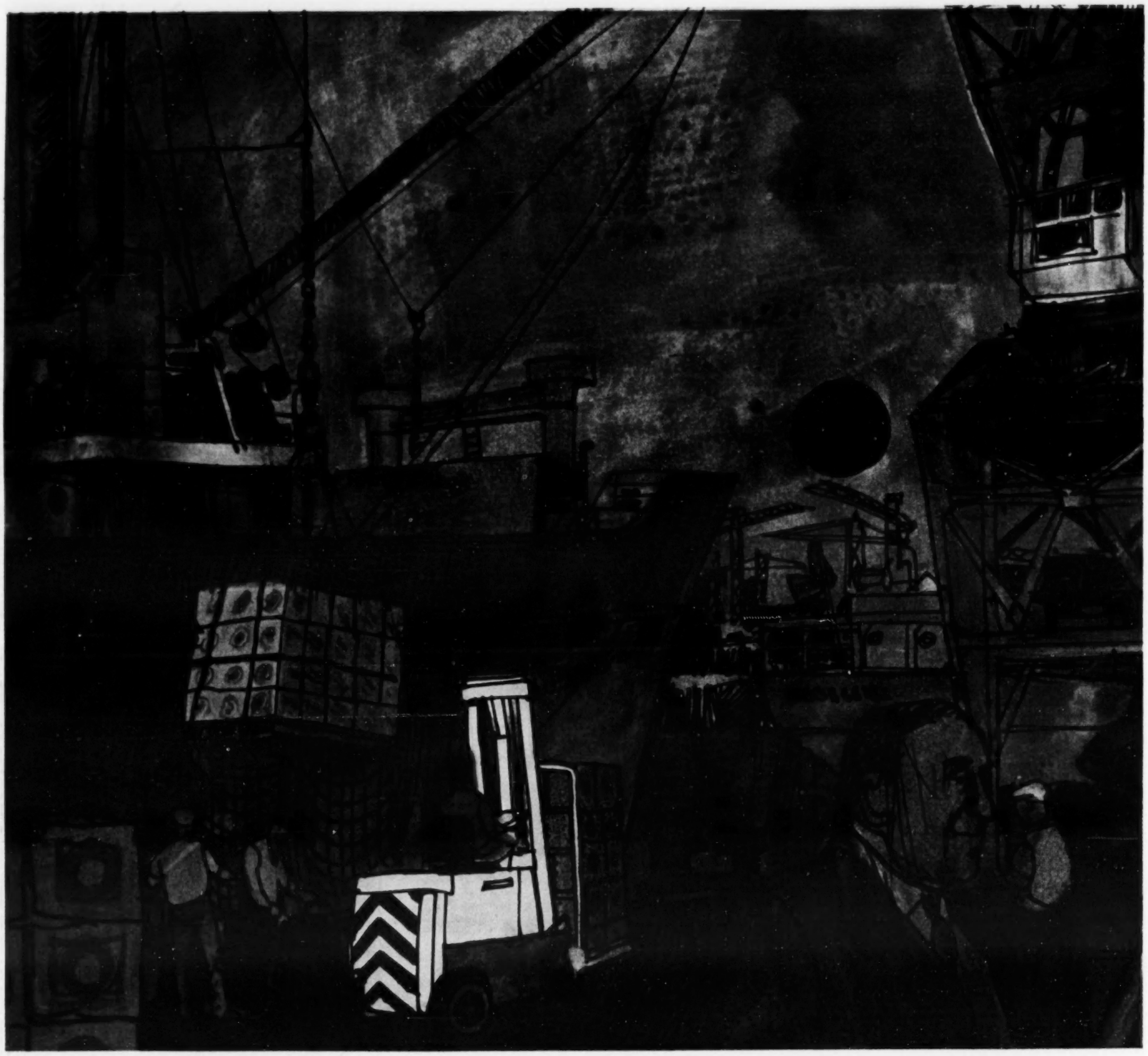

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